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CHICAGO AND NEW YORK

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JUNE 19, 1926

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U. S. Department of Agriculture

MORRIS' Supreme Anhydrous Ammonia Dry!

The elimination of all foreign substances guarantees the absolute purity and dryness of Supreme Anhydrous Ammonia. For refrigeration purposes, leading authorities endorse it as being a most dependable and efficient medium.

Potent!

Every cylinder is tested before shipping and we invite you to submit it to your tests before using. Cylinders of three sizes: 50 lbs., 100 lbs., and 150 lbs. Shipment made from all principal shipping points.

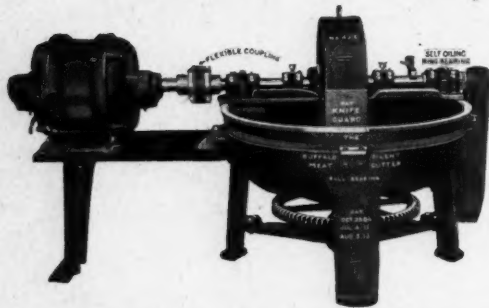
Pure!

Write for Prices

MORRIS & COMPANY
CHICAGO

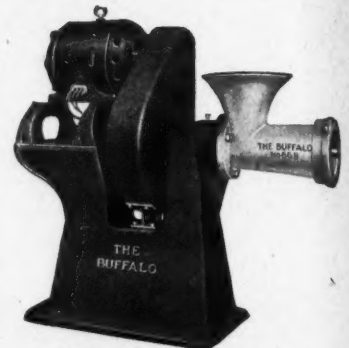
Branch of The North American Provision Company

PRODUCE BETTER SAUSAGE WITH "BUFFALO" EQUIPMENT



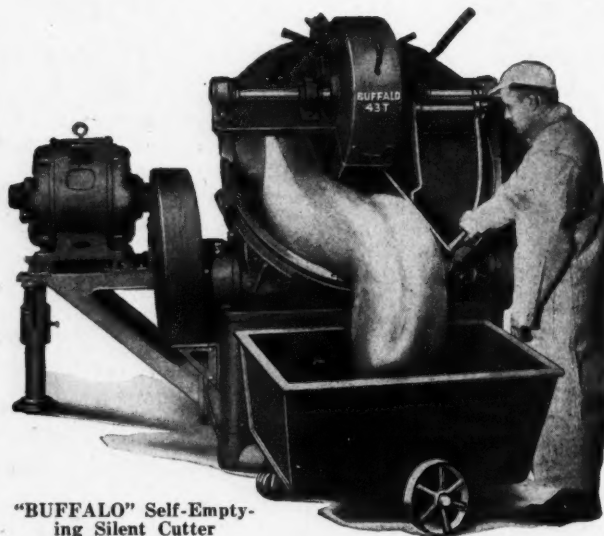
Packers' Favorite, No. 43-B "BUFFALO" Silent Cutter, strongest and most durable cutter on the market. Clean and sanitary—no meat can work out of the bowl. Made in 7 sizes.

Before buying new sausage machinery, write for copy of our new Catalog M. It will take about 5 minutes of your time and may save you hundreds of dollars.



Model No. 66-B Grinder equipped with chain drive and roller thrust bearings. Made in 4 sizes.

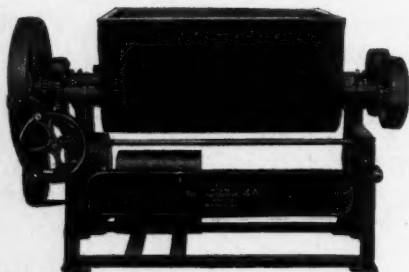
Empties the bowl
in 15 to 20 seconds
without touching
the meat



"BUFFALO" Self-Emptying Silent Cutter

Most wonderful
Self-Emptying
Silent Cutter ever
produced

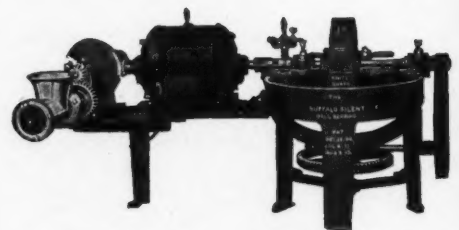
Write for list of satisfied users



"BUFFALO" Mixers with center tilting hopper. Strong, sturdy, dependable. Mixes thoroughly. Made in 6 sizes.



"BUFFALO" Upright Stuffer. Easiest and fastest working hand stuffer ever invented.



"BUFFALO" Silent Cutter with motor and grinder direct connected. Can also furnish pulley to run mixer from same motor. Made in 4 sizes.

We have specialized in the manufacture of Sausage Machinery for 56 years

JOHN E. SMITH'S SONS CO.

Home Office:
50 Broadway,
Buffalo, N. Y.

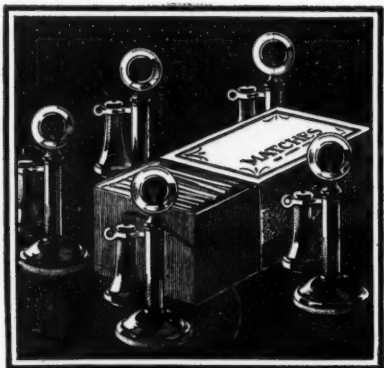
Patentees and Manufacturers

Branch Office:
4201 S. Halsted St.,
Chicago, Ill.

With "sequence calls"
one man landed

45 ORDERS

Long Distance Charges
only \$37.55



A MARYLAND match salesman took 45 orders—for 175 cases—in 1½ days! He filed with the local telephone company "sequence lists" of retail grocers, and as one call was finished another was ready for him. His 45 orders cost—salary for 1½ days and telephone charges of \$37.55. To have called on the same grocers in person would have cost his salary and traveling expenses for three weeks. This match

company now has ten men who concentrate on selling by telephone.

A LARGE wholesale house made a similar test and the average daily sales of its men who worked by Long Distance were two and a half times as large as of those who went in person. Scores of concerns are training certain of their salesmen to travel by telephone. Territories are worked more thoroughly. Contacts are made more frequently. Customers are given quicker and better service. Business is increased and selling expense is decreased!

At any hour of the day 70,000 towns and cities are within the sound of your voice. Without leaving your office or spending a single night on the sleeper you can call on customers in any state in the Union. Sequence calls are used daily by hundreds

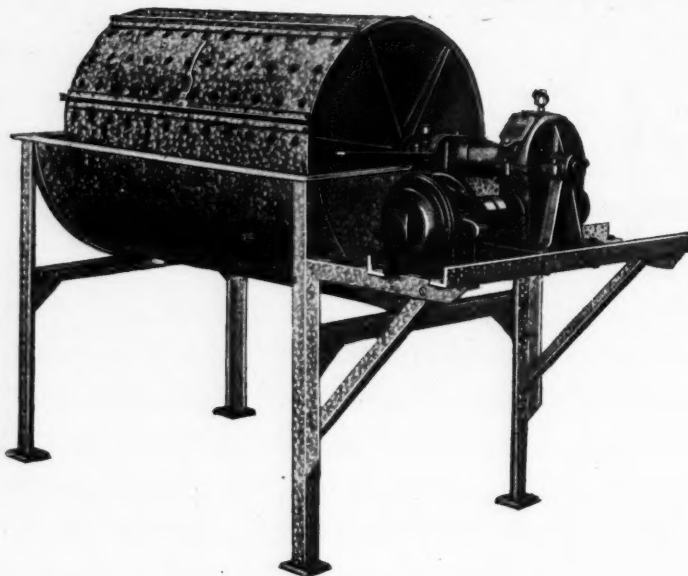
of busy men to carry on long distance conversations with various parts of the country. By this means, calls are set up one after another, thus enabling many calls to be completed within a short time.

Our local Commercial Department is at your service to explain the many economies of long distance use, and to look for possible long distance telephone opportunities in your business. Call this department and ask a representative to come and see you. In the meanwhile, the instrument on your desk is waiting to connect you, at any time, with any one of 17,000,000 telephones. Is there a distant executive or office that it would be to your advantage to talk with, now? *Number, please?*

BELL LONG DISTANCE SERVICE



Sausage Smoke Stick Washer No. 103



Motor driven.

Also made for belt drive.

This washer requires only $\frac{3}{4}$ H.P. motor and is therefore very inexpensive to operate. Almost noiseless. The heads are of cast iron; the cylinder, 30" in diameter, is made in length to suit sticks.

Floor space, 4x7 feet.

Height, 4 feet.

Weight, 850 pounds.

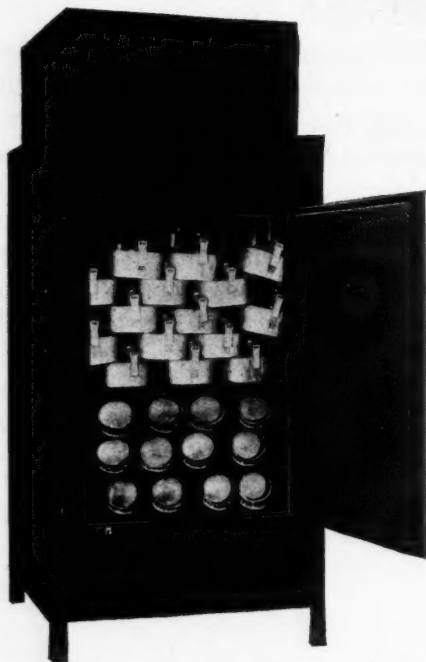
Ham cloths can also be washed in this machine.

B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

A Ham Cooker That Is Different



The Globe Ham Cooker

Licensed to manufacture under the
Trescott Patents.

What It Does

Saves 3% to 5% in Shrinkage
The Most Economically Operated
Saves Labor, Fuel and Floor Space
Improves Quality and Flavor

Automatically Controlled

Cooker does not need an attendant after
once adjusted until cooking is finished.
It will pay you to investigate this Improved Ham Cooker.

Manufactured and sold by

The Globe Company

Mfgs. of Packing House Equipment

822-26 WEST 36th STREET

CHICAGO

This apparatus and the process to be practiced therewith are protected by U. S. Letters Patent Nos. 1,226,147, dated May 15, 1917, 1,233,000 dated July 10, 1917, and 1,256,955 dated February 19, 1918.

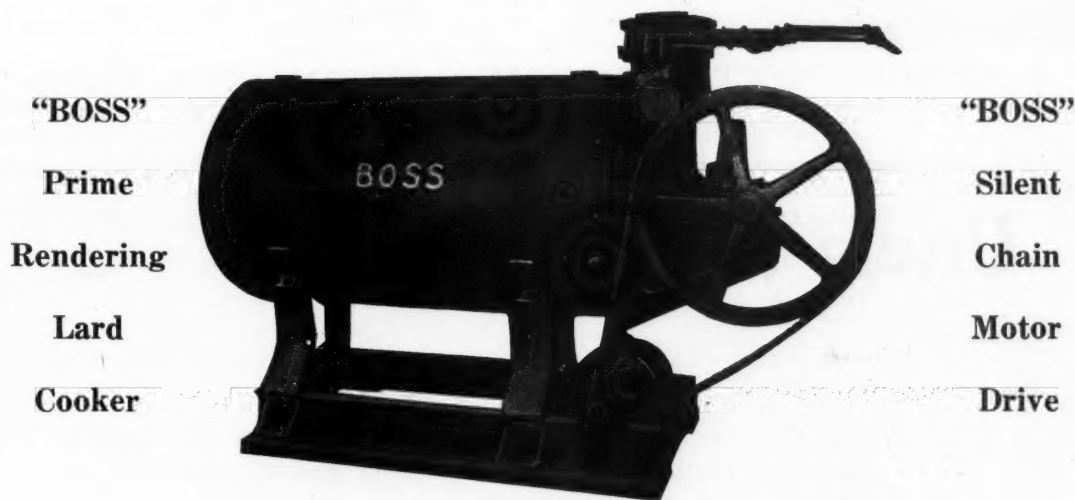
Eventually It Will Be A "BOSS"

When You Install the "BOSS" Prime Rendering System

you not only secure the most Economical and Practical Equipment, but you receive with it that incomparable "BOSS" Service and Cooperation which assures the most Profitable Operation and Highest Quality Products. These facts and intensive investigation of every American rendering system induced the representatives of Gippsland Cooperative Bacon Curing Co., Melbourne, Australia, to place their order with us for complete

"BOSS" Prime Rendering Outfit

This is the Fifth "BOSS" Rendering Unit in Australia



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Prime

Rendering

Lard

Cooker

"BOSS"

Silent

Chain

Motor

Drive

What we have predicted is coming true; more and more our "BOSS" Prime Rendering Systems are replacing Wet Rendering.

Packers and Renderers! Let John P. Harris, our Chemical Engineer, former Director of Practical Research for the Institute of American Meat Packers, call upon you and assist you in making the best possible layout for a complete "BOSS" System, suiting your location and conditions.

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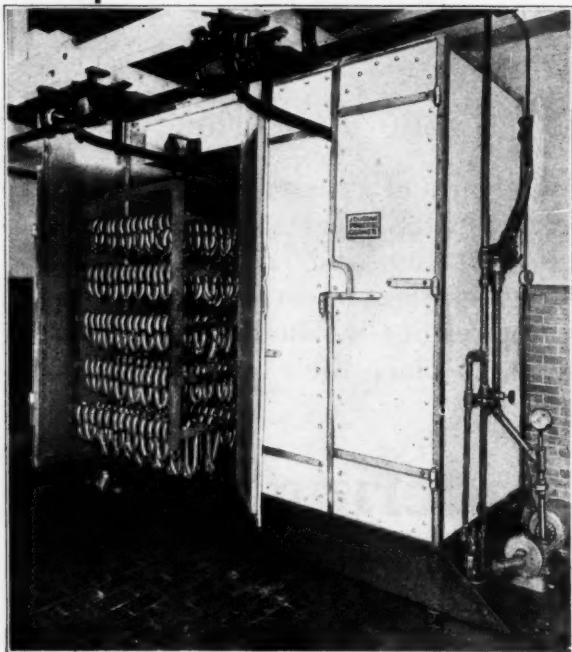
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Outfits

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"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

Solving the Sausage Cooking Problem



The Latest Development in Sausage Cooking The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box Not a Spray
But a Temperature Controlled

HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

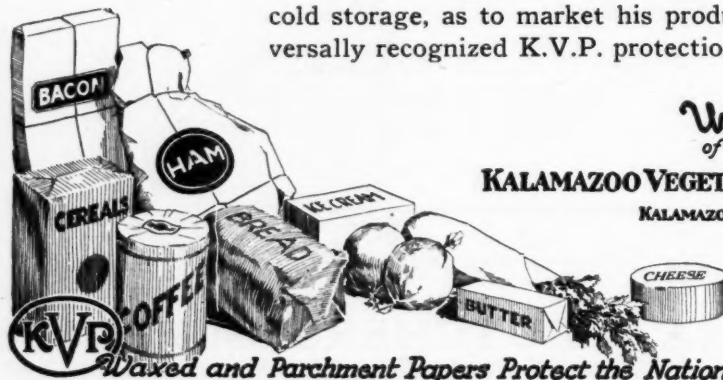
JOURDAN PROCESS COOKER CO., 814-832 W. 20 St., Chicago

Uncle Jake says—

The only man who really appreciates a long speech is the man who makes it.

We could occupy this entire page in telling you about the merits of K.V.P. Genuine Vegetable Parchment and even then we would not run out of plenty of good, sound logical arguments in its favor.

As well might the Packer try to get along without cold storage, as to market his product without this universally recognized K.V.P. protection.



Uncle Jake
of the

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food.

TOLEDO SCALES

NO SPRINGS HONEST WEIGHT

Save This Man \$5 a Day Per Scale

A MINIMUM of five dollars a day on each scale would be very conservative," writes C. W. Marwedel, tools, metals, and shop supplies, San Francisco, as to the amount of labor and time Toledo Scales have saved him in his receiving and shipping departments.

The National Yarn Corporation, Chicago, estimates an annual saving of at least \$500 in time, labor and prevention of actual losses, and states that the satisfaction of absolute certainty of correct weight when dealing with claims is worth perhaps more than this saving.

The Southwestern Portland Cement Co., El Paso, which ships three million bags of cement annually, writes that since the Toledo Scale was installed in its packing house, "we haven't had a complaint from a single customer on short weight, whereas

formerly we had many;" and so that company has eliminated refunds.

"The installation of Toledo weighing equipment has greatly expedited the handling of our mail," writes the Florida Times-Union, of Jacksonville.

All over the country important concerns in every line of industry are enthusiastic over the results derived from measuring materials or counting parts with Toledo Automatic Scales.

A survey of the weighing operations in your plant may reveal unsuspected losses. It will certainly be to your interest to allow a Toledo Scale man to specify recommendations.

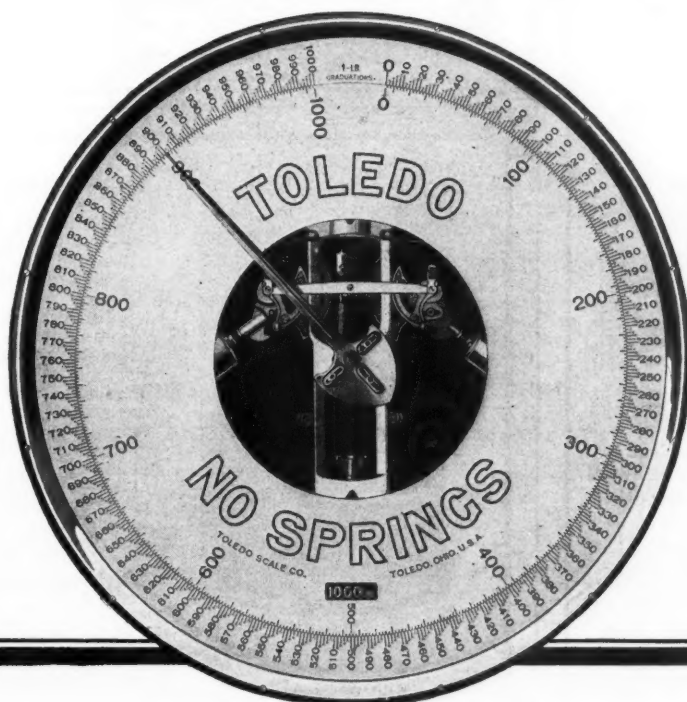
The survey will cost you nothing and may save you much. Kindly address Industrial Sales Department, Section T.

Toledo Scale Company, Toledo, Ohio

Canadian Toledo Scale Co., Limited, Windsor, Ont.

Manufacturers of Automatic Scales for Every Purpose

Offices and Service Stations in 106 Cities in the United States and Canada





Lower your power costs; use "Enterprise" No. 166

The "Enterprise" No. 166 cuts 6,000 lbs. of beef per hour.

The No. 166 is the most economical machine you can buy. Saves time, labor, and power.

Gears are done away with. Pulleys are placed directly on socket shaft. Has babbitted socket shaft with ten thrust collars. Prevents overheating and excessive wear.

Distance from ring to floor is 26½ in. Carrier can be run under chopper. Our fifty years' experience designing and manufacturing choppers for every purpose is at your disposal. Write us about your problems.

Chopper catalog, showing 72 sizes and styles of "Enterprise" Choppers, sent on request.

The Enterprise Mfg. Co., of Pa., Philadelphia, U. S. A.

No. 4

Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
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H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

Best & Donovan

332 South Michigan Blvd.
Chicago, Ill.

The Stockinet Smoking Process

U. S. Letters Patent No. 1,132,715



Saves

**Labor
Trimming
Shrinkage**



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are

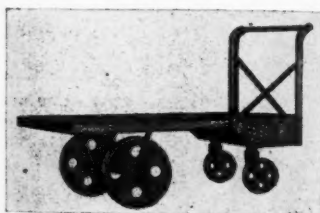
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For Further Particulars Write or Phone

Thomas F. Keeley, Licensor

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Telephone Calumet 0349



Platform Truck No. 225

Heavy duty design for general packing house use. Platform and end rack hot galvanized. Mounted on 12" diameter broad face roller bearing wheels and 6" swivel casters.

OVERALL DIMENSIONS

Length	Width	Height	Weight
54"	30"	15"	250 lbs.

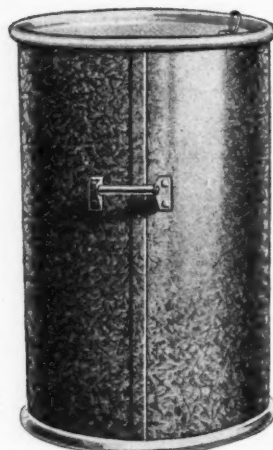
Other sizes furnished if desired

MARKET FORGE CO.

Everett, Mass.

Making Trucks and Racks Since 1897

Write for our complete catalog



Shipping Containers

Made in two sizes—30- and 50-gallon capacity. Drums are of 16-gauge galvanized steel, reinforced around the top with ¾" steel pipe, over which sides are rolled and pressed, forming a substantial roll top. Bottoms double seamed and reinforced with 1x1½" angle-iron welded and crimped on. No rivets used in construction. Handles of same general construction as on all our containers, only of much heavier material.

Heavy cast brass nameplates attached to each container.

Both sizes used as returnable lard containers. Also practical in oil and cutting departments. Sold either with or without covers.

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Sheet Metal Dept.

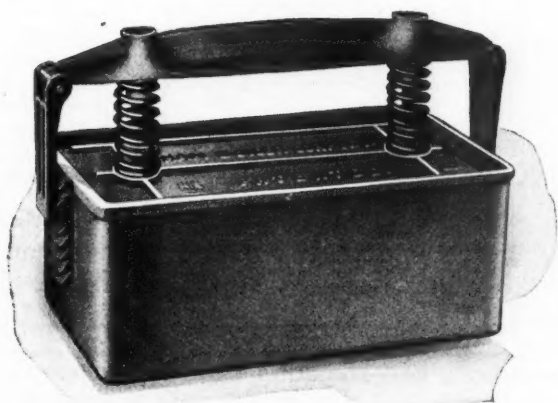
Kretschmer Manufacturing Company
DUBUQUE, IOWA

30 Gallon
18" diam., 28" high.
Without cover, \$6.50
With cover, 7.50

A Good Investment

An outlay for Adelman Ham Boilers is not an expense but an investment. The saving in shrinkage and superior product with resultant increased sales proves this.

Leading packers and provisioners continue to equip with them exclusively. There must be a reason.



Made in oval and square shapes

Ham Boiler Corporation

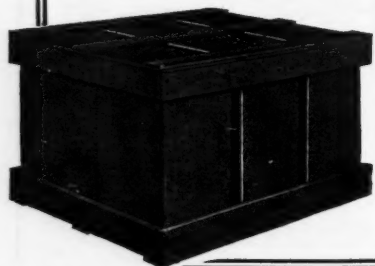
1762 Westchester Ave.

New York City

Factory: Port Chester, N. Y.

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Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and we will prove to you how to save from 25 to 40% in traffic charges.

NATIONAL BOX CO.

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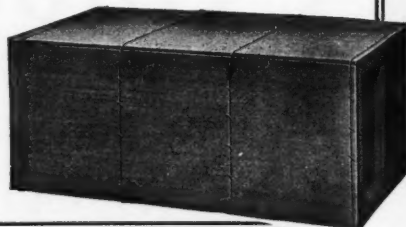
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Room No. 625—150 Nassau St., New York City

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SAFEGUARD your name. Assure the purchaser that it is your sausage meat, your quality. Use this snow-white paper package with your name and brand prominently displayed in one or more colors. If you desire we will suggest a real merchandising package for you—one that will increase your sales. Simply say that you are interested.

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Heekin Lithographed Cans are permanent selling messages for your products. Heekin cans are durable, strong and reliable—no leakage, no loss! Packers recognize that a lithographed can builds sales—and most of them prefer Heekin Cans because they are economical. There are Heekin Cans for every need.

Our Package Design department will assist you in designing your can or label. Tell us your requirements. Write today.

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Recleaned Whole and Ground

Spices for Meat Packers

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JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.

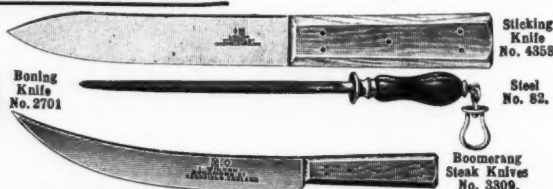
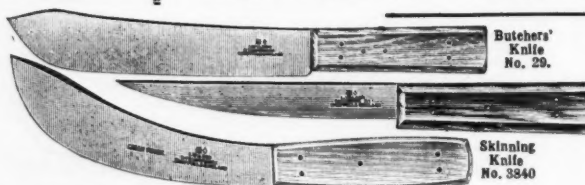
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1926

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for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

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Thermometer



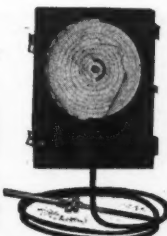
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galvanized or tinned sheet metal.

This ham retainer is constructed with springs that take up shrinkage while boiling. Saves shrinkage and makes solid hams. No repressing necessary. Hams hold together in any warm climate.

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Established 1840

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THE BRECHT COMPANY

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ESTABLISHED 1883

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To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass — bronze — monel metal and steel.

Also made without washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.

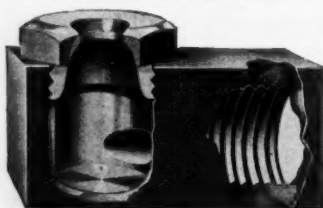
LONG WEARING NON-CLOG

Thick orifice walls must give long wear; special construction permits fine even distribution of spray; orifice and leading hole of equal size prevents clogging; no better spray made for the purpose.

Our $\frac{1}{4}$ " nozzle will deliver say 4, 6, 7, 10, 24, 37, 56, 120 or 150 gal. per hr. based on 30 lbs. pressure. Will operate at 10 lbs. and lower.

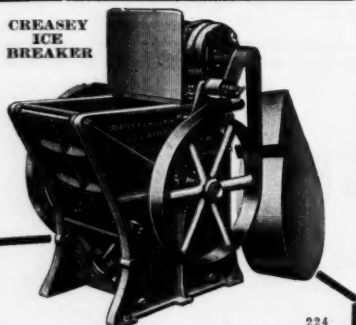
Write for prices and bulletin 6-AA

Monarch Mfg. Works, Inc.
3300 N. Salmon St., Philadelphia, Pa.



SPRAYS

CREASEY ICE BREAKER



224
PROPER ICING preserves the meat, makes it go further, keeps it clean from dirt and splinters, and increases the output of the cutter. The Creasey Ice Breaker can be conveniently located because of self-contained motor drive. Quick shipment from stock.

COCHRANE CORPORATION
3139 N. 17th St., Philadelphia, Pa.

CHATILLON Meat Hooks



"S" HOOK



SCREW-IN HOOK



BAR MEAT HOOK

WE make meat hooks of all models and sizes to suit every need—"S" hooks, drive-in hooks, screw-in hooks, screw-on hooks, bar hooks.

Chatillon Meat Hooks will not taint the meat. They are heavily tinned. Made of good quality steel of various thicknesses, with sharp points.

If your supply house cannot furnish prices and full information, write to us direct.

JOHN CHATILLON & SONS

Established 1835

85-99 Cliff Street

New York City, N. Y.

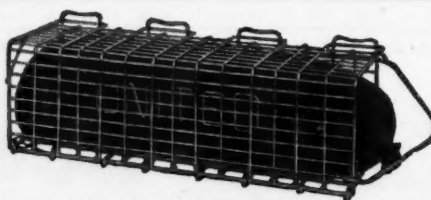
WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

IS not affected by moisture. It is, therefore, the best paper known for wrapping meats, butter, lard and fish.

West Carrollton Genuine Vegetable Parchment may be ordered plain, or we will print it special for you. It is also available in sheets of any convenient size, or in rolls. The price is very reasonable.

May we send samples and quote on your requirements?

The
West Carrollton Parchment Co.
West Carrollton, Ohio.



The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.

The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

Equipped with Ridgway Elevators and Sold for \$6,000,000

Electric proposition at that—

But Old Daddy Steam brings home the bacon just the same.

The coming universal thing is Electric Refrigeration in the home.

The two Best Electrical Units are the Kelvinator and the Nizer.

But the greatest of all refrigerators are those made by the Grand Rapids Refrigerator Co.

Now listen:—

The Kelvinator and Nizer have combined and bought the Grand Rapids Refrigerator Co. for \$6,000,000.

And here is the great point for you if you have elevators to buy.

The Grand Rapids Refrigerator Co. is equipped all over with Ridgway Elevators, biggest plant in the world, too.

Ridgway Elevators add immensely to the value of any plant.

The world's greatest business successes are those who

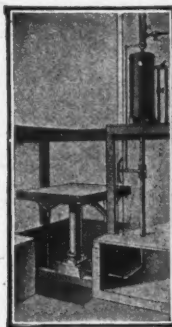
"HOOK 'ER TO THE BILER"

Craig Ridgway & Son Co.

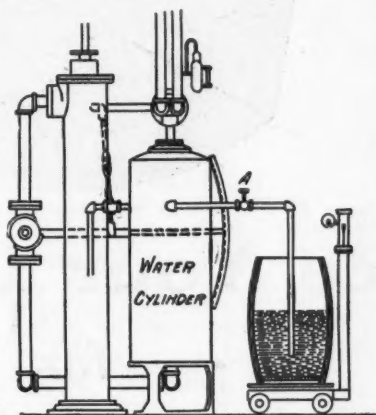
Elevator Makers to the folks who know

Over 3,000 in Daily Use

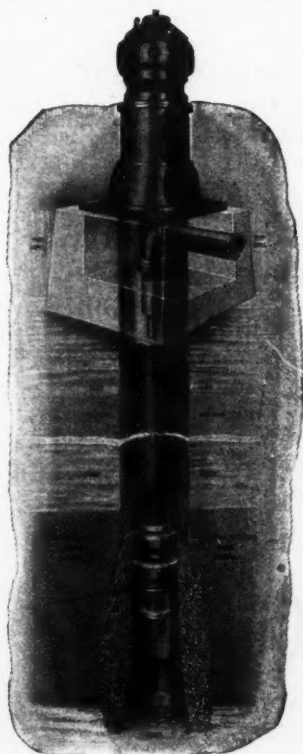
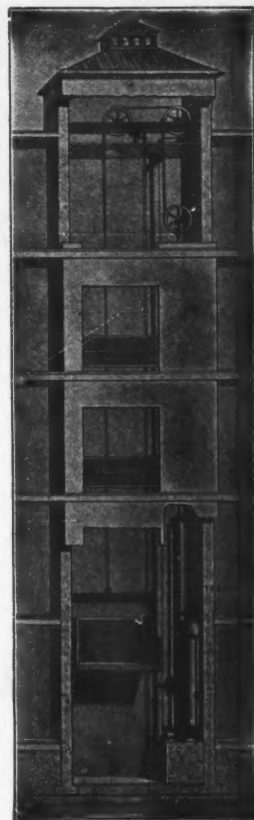
COATESVILLE, PA.



Direct Acting



How to Test



LAYNE GRAVEL WALL WELL

LAYNE Gravel Wall Wells

Are supplying water to twelve leading packing companies.

These packing plants realize Layne Superiority.

In yield, dependability and low maintenance cost, Layne Wells and Pumps are leaders.

**Fifty-Five Layne Wells and Pumps
Now Used by Packers**

Layne & Bowler Manufacturing Co.

HOUSTON

MEMPHIS

LOS ANGELES

*Strong Re-enforcement
Where Strength Is
Needed*



*Prompt Delivery from
Stocks Carried in Hill
City, Minn., and Chicago*

Place Your Contracts for National Woodenware Lard Tubs

Your demands necessitate tubs of strength—made from substantial woods—built to give service. To fulfill these requirements requires the resources of a manufacturer who has at his command the finest of woods.

Located in the heart of Minnesota forests, we have available the best hard and soft woods—so necessary to the making of serviceable tubs. Thorough kiln drying prevents shrinkage and reduces waste.

Write us your requirements and we will furnish quotations

**Prompt delivery from stocks carried in Hill City, Minnesota,
Chicago, Kansas City, So. Omaha, Fort Worth, Oklahoma
City and St. Paul.**

NATIONAL WOODENWARE COMPANY

West 43rd Street and South Racine Avenue

CHICAGO

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No. 25

Quality Sausage Gets the Business

High-Grade Product Sold By Right Methods Holds Its Own with Other Meats—and Commands the Price!

Can't make any money on sausage? Material too high? Casings cost too much?

May be so; may be not!

More likely you're trying to make sausage to sell at a price. Cheap materials. Cheap binder and too much of it.

No wonder your trade don't want it!

Don't put up the alibi that good sausage is too expensive. Make "Quality" your motto—instead of price and volume—and watch the result!

Down in Boston the sausage-makers got together and put out a "Special Frankfort" under their association label—and they are getting 7c a pound more for it. It's "Quality," and it sells like hot cakes! Read about it in this article.

Poor Excuse for Failure.

The complaint is all too common that you can't make money on sausage because the cost of materials and casings is so high that by the time a really quality product is put on the market it is as expensive as ham or bacon.

It is true that Quality Sausage costs more, but that doesn't make it less popular.

No one wants to eat ham or bacon or beef all the time. And sausage has its place in the daily menu like other meats—*provided it's good enough to compete with them!*

It's the Taste that Sells.

A sausage made of less tasty meats, with too much filler, has no place on the same counter with good beef and pork. Nor in the "ready-to-serve" display case with boiled hams and other high class ready-to-eat meats.

But a good sausage made of good meat belongs with other high grade products.

It is tasty and requires little effort to prepare for the table either in summer or winter. And it can be made so popular with all classes of trade that demand for it would equal or

outstrip that for the most popular meat cut.

It isn't only the "gilt-edge" trade that wants quality sausage.

The consumer who can't afford to pay top price is probably in the majority. And it is for this class of trade that good sausage must be made if the problem of volume is to be solved.

Not "How Cheap?" but "How Good?"

The question is not how cheap the sausage can be made and "get by" with it, but rather how good it can be made, and still keep within reasonable retail price limits.

That is a problem to which the

sausagemaker must give constant thought. He can find many means of improving quality—not only in the selection of the meats, but in methods of manufacture—without raising cost too high.

The average consumer pays a good price for beef, pork, veal or lamb. He would pay it willingly for sausage if he knew he could get a quality product.

"Why can't we get bologna that tastes like that we bought in our home town years ago?" asks one consumer.

"I'd eat lots of it, particularly at lunch time, if I could find some that had a good meat flavor. Most of what we get is tasteless, except for a seasoning of salt and pepper. I don't want anything like that for my own lunch, and I won't put it in the children's sandwiches."

What's Wrong With Bologna?

This housewife should be able to buy just as good bologna today as she did years ago.

If the sausage maker is not too anxious to reduce cost by using large quantities of tripe in his bologna, or by spoiling his sausage meat through overheating in the grinder, he can put a tasty bologna on the market.

When the consumer finds the right kind there will be little trouble about "repeat" sales. She likes it and wants it, and she will pay a good price for something she wants.

This housewife is only one of thousands who doesn't eat sausage because it does not have an appetite appeal. *Make it taste good and the sales will take care of themselves.*

How to Sell More "Red Hots."

If the roadside stands can serve hungry tourists with nice tasty "red hots" this summer, volume on this sausage alone will be enormously increased.

But every tourist who gets a poor

Tell 'Em About It!

"Please send us 3,000 copies of your article on 'What's wrong with the sausage trade' that appeared in THE NATIONAL PROVISIONER on May 1.

"We want to put your message over to our dealers, to help us spread this gospel of quality material in sausage products."

This is what one manufacturer of high-grade sausage wrote.

Tell the story to your retailer customers, Mr. Sausage Maker. They are the ones to help you pass it on to the consumer.

Sausage is one of the best meat products there is. The public will eat it in quantities if you give them the right kind.

The price will take care of itself.

Reprints of "Quality Sausage" articles appearing in THE NATIONAL PROVISIONER can be had for trade use—with your own name on them if you like—but you must order in time!

As soon as you see one you want, write or wire THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Sausage formulas and practical information will be found every week on the "Practical Points for the Trade" pages.

one will try something else the next time!

The sausage-maker who deliberately puts a cheap product on the market in the hope of getting volume could hardly do anything more effective to kill his business, or to injure that of his competitors.

Low-grade, tasteless sausage, like common beef, is a poor stimulus to consumption. It is difficult to relieve the market of the plain beef, because of the agricultural problems involved.

But there should be little trouble in ridding the market of poor sausage—provided manufacturers make up their minds that sausage must be of the highest quality consistent with the trade outlet.

Proof that It Pays.

Proof comes to THE NATIONAL PROVISIONER from many quarters to show that Quality Sausage pays.

One manufacturer says his trade in sausage products is showing a steady and substantial growth. He is sure this is because he used nothing but the very highest quality material in their manufacture.

"Naturally, our prices are much higher than most of our competitors," he says, "but we are progressing, and many of our competitors are slipping backward."

How New England Boosts Sausage Business

Only recently the Sausage Manufacturers Association of New England went on record favoring the manufacture of quality products. In spite of the high price of raw materials prevailing for many months, they realized that a quality product must be manufactured if the popularity of sausage is to be maintained and increased.

Get 7c More for This Frankfur.

As a part of their plan to make higher grade products, a special frankfur is being made by the members of the New England Association. It is a first-class sausage, and 7c a pound more is asked for it than for the general run of frankfurts on the market.

This frankfur carries an emblem tag to distinguish it from the regular brands. It is being advertised in the newspapers, and it is growing daily in popularity, even at the 7-cent price differential.

Another proof that it pays to manufacture quality sausage!

Some of the best men in the New England sausage trade got together a while ago, and agreed that everything possible must be done to improve the quality of sausage, in order that the product might be better known to the public and take its rightful place with the standard cuts of meat.

To further this effort, the Sausage Manufacturers Association of New England was formed "for the purpose of the betterment of general trade conditions in the sausage industry; improvement of the product; the promulgation of a better un-

derstanding of sausage products on the part of the consuming public, and such other activities of a nature beneficial to the business as it may from time to time seem advisable to undertake."

They Have a Code of Ethics.

Another fundamental step taken by this association toward general improvement of the trade was the adoption of a code of ethics. This code covers the trade practices that should prevail between dealer and customer, between sausage-makers themselves, and in relation to the business as a whole.

In the belief that the ideals of the industry would become more effective in written form, and for the purpose of supplementing the laws governing the industry, the following basic principles were set down and adopted by the association members for guidance in the conduct of their business:

Unfair Trade Practices.

Trade practices acknowledged as unfair between dealer and customer are as follows:

1. "Leader selling," that is, selling one piece of goods at less than cost, and getting even on others sold at the same time.
2. Discrimination in prices between different purchasers or different localities, based upon other than legitimate cost, sales and delivery consideration.
3. Making untrue statements in regard to the quality of goods offered or the ingredients used in their manufacture.
4. To use material or ingredients other than those of known purity and wholesomeness in the manufacture of products.

Wrong Methods in the Trade.

Unfair practices between members of the association are:

1. Bribing or subsidizing employees of others.
2. Inducing employees to leave service of a competitor to the latter's temporary or permanent embarrassment, or with the intent or effect of securing the trade of a competitor.

Figuring Sausage Costs

Are you making money on your frankfurts?

Do you make frequent tests to find out whether your frankfurts are showing a profit or a loss?

Cost of materials is likely to change over night, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S revised Sausage Test Card will help you in your figuring. Fill out the coupon below and send it in for a supply of these forms.

The National Provisioner,
Old Colony Bldg.,
Chicago.

Please send me.....Sausage Test Cards. I want to keep posted on my frankfur costs.

Name
Street
City
Single copies, 2c; 25 or more, 1c each;
quantities at cost.

3. Making up or disseminating false cost statements.

4. Giving away of goods or samples in such quantities as to hamper or embarrass competitors, or to have virtually the effect of rebates.

5. The giving of secret discounts or rebates for the purpose of maliciously or unfairly injuring the business of a competitor.

General Rules to Follow.

The general code of ethics of the association is embodied in the following:

1. It is to be considered the duty, and not an unfair practice or objectionable in any sense of the word, for a member to make a confidential report of unethical conduct, unsatisfactory conditions, or illegal practices to the secretary of this association in writing and to supply the secretary with all the evidence that the report may be substantiated.

2. We believe that all differences between members can be amiably adjusted by arbitration.

3. We believe that it is the duty of our members to cooperate with the public health authorities.

4. We regard ourselves as being engaged in a business in which there is a well-defined duty and obligation toward the public. The business demands that members use every honorable means to uphold the dignity and honor of this vocation, to exalt its standards and to extend its spirit of usefulness.

5. We believe that the rendering of honest and efficient service on the part of employees deserves fair consideration, and that they should receive a fair return for their labor, and be enabled to enjoy healthful surroundings, both physically and morally. We recognize a man's right to work with freedom of conviction, without prejudice, and we expect only an honest day's work and thoughtful consideration of our mutual interests and obligations.

A Pattern for the Sausage Trade.

The principles outlined by the New England association contain much food for thought for groups of sausage makers all over the country. The honest adoption of and adherence to such a code of ethics would do away with cutthroat practices and enable the placing of the sausage business on a higher standard in any community.

If sausage is made of just as high quality as possible, consistent with price, there will be no place for price-cutting or other unethical practices in the manufacture or sale of the product.

Get Together and Go Ahead.

Ethical practices and quality product go together. If one manufacturer in a certain section is unable to stand alone against questionable practices, then he must strengthen his cause by joining hands with others, and gradually bringing the black sheep into the fold.

Manufacture Quality Sausage. It pays. If you haven't tried this means of increasing your business, Mr. Sausage Maker, begin now. It may take you some time to overcome the handicap you have placed on your business by poor quality. But just as soon as your good product is known you will begin reaping your reward.

Adopt a code of ethics. Base your operations on it. Then you can't manufacture and sell an unfair product.

It's Quality Sausage that brings "repeat" business.

If Boston sausage-makers could get 7c a lb. more for their franks, why can't you? Try the formula on page 24 and see how it works.

Packer Must Get Money for His Cellar Stocks

Hogs continue their market movement in relatively small numbers, with a gradually increasing price level. Prices fluctuate somewhat from day to day, but the packer finds himself paying \$1 to \$2 more per hundred now than he did early in the year.

That an increase in receipts is likely to be reflected very quickly in price was demonstrated a few days ago, when hogs dropped sharply from the five-year price record on an increase of a few thousand in the runs at the principal markets.

Reports vary as to the hogs available, and the size of the early and late spring pig crop. In some places the

crop has been unusually good, and pigs are coming on in fine shape; in others, cold and wet weather has resulted in losses, while diseases have made inroads in a few places.

Hogs are high for normal conditions, higher than they have been over a long period of years except for war demands, but most product prices are now on a closer parity with hog prices than they have been since the upward movement began.

Cellar stocks have cost a lot of money, and every pound of them ought to be realized on. It is no time for distress sales or price shading. Whether hog runs remain at their protracted

low level or not, the packer must get the money with a good margin out of his stocks.

He can't be sure of doing this unless he has a fair idea of the value of the product going into cure, and how his hogs cut out each day. Just because product prices are higher is no reason why hogs should be cut blindly.

If the packer has a "short form hog test" worked out for him each day he knows "where he is at."

The following "Short Form Hog Test," worked out on the basis of live hog and green product prices at Chicago on June 17, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, serves as a sample test.

In working out the test, each packer must adapt it to his own conditions, substituting his selling prices, cost figures, deductions for shrink, handling, etc., and his credits for offal.

SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of June 17, representing actual transactions, Chicago, that date.

Product.	180 lbs.				200 lbs.				250 lbs.			
	Avg.	Percent live wt.	Price.	Amount.	Avg.	Percent live wt.	Price.	Amount.	Avg.	Percent live wt.	Price.	Amount.
Reg. Hams	10/12	13.90	.27 $\frac{1}{4}$ ¹	\$3.79	12/16	13.75	.27 ¹	\$3.71	14/18	13.50	.27 ¹	\$3.65
Picnics	4/5	5.50	.20 $\frac{1}{2}$ ²	1.11	5/7	5.60	.19 ²	1.07	6/8	5.50	.18 $\frac{1}{4}$ ²	1.00
Boston Butts.....		4.10	.24 $\frac{1}{2}$ ³	1.00		4.00	.24 $\frac{1}{2}$ ³	.98		4.00	.24 $\frac{1}{2}$ ³	.98
Pork Loins (blade in) ..	6/8	9.50	.28 $\frac{1}{2}$ ³	2.71	8/10	9.10	.27 $\frac{1}{2}$ ³	2.50	10/14	8.50	.25 ³	2.13
Bellies	8/10	11.50	.29 $\frac{1}{4}$ ²	3.36	8/14	10.70	.27 ²	2.89	12/16	5.50	.24 $\frac{3}{4}$ ²	1.36
Bellies									16/20	6.00	.22 ²	1.32
Fat Backs									8/12	5.00	.13 ⁴	.65
Plates and Jowls		1.75	.12 $\frac{1}{2}$ ⁴	.22		2.00	.12 $\frac{1}{2}$ ⁴	.25		2.00	.12 $\frac{1}{2}$ ⁴	.25
Raw leaf		1.75	.15 $\frac{1}{8}$ ²	.26		2.00	.15 $\frac{1}{8}$ ²	.30		2.50	.15 $\frac{1}{8}$ ²	.38
P. S. lard, rend. wt....		11.70	.15 $\frac{5}{8}$	1.83		13.75	.15 $\frac{5}{8}$	2.15		13.00	.15 $\frac{5}{8}$	2.03
Spare ribs		1.15	.14 $\frac{1}{4}$ ⁴	.16		1.00	.14 $\frac{1}{4}$ ⁴	.14		1.00	.14 $\frac{1}{4}$ ⁴	.14
Lean trimmings		1.60	.12 $\frac{1}{4}$ ⁴	.20		1.50	.12 $\frac{1}{4}$ ⁴	.18		1.50	.12 $\frac{1}{4}$ ⁴	.18
Rough feet		1.60	.02 $\frac{1}{2}$	.94		1.25	.02 $\frac{1}{2}$	.03		1.25	.02 $\frac{1}{2}$	.03
Tails		0.15	.12	.02		0.10	.12	.01		0.10	.12	.01
Neck bones		0.80	.05	.04		0.65	.05	.03		0.65	.05	.03
Total cutting yield.....		65.00				65.40				70.00		
Total cutting value (100 lbs. live wt., Chicago)				\$14.74				\$14.24				\$14.14

¹ $\frac{3}{4}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

² $\frac{1}{4}$ c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

³ 1c per pound has been deducted for selling and delivery expense and for shrink.

⁴ 1c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above)	\$14.74	\$14.24	\$14.14
Edible and inedible killing offal value.....	.67	.60	.51
TOTAL GROSS VALUE.....	\$15.41	\$14.84	\$14.65
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$14.85	\$14.85	\$14.60
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.60	.50	.46
Killing condemnations and death losses in transit (say 1 per cent of live cost)....	.15	.15	.14
TOTAL OUTLAY per 100 lbs. alive:	\$15.60	\$15.50	\$15.20
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.	\$0.19	\$0.66	\$0.55
Loss per hog	\$0.34	\$1.32	\$1.37

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

What the Institute is Doing this Week

Meetings on Pacific Coast Draw Many—Important Projects Under Way for Benefit of Member Firms

REGIONAL MEETINGS POPULAR.

More than 200 packers attended the fourteen regional meetings held during the week of June 7 in middle-western, eastern, and southern packinghouse centers. The meetings were arranged by regional chairmen of the Institute. The largest attendance was at the Baltimore meeting where 39 were present.

Two Institute departmental directors spoke at each meeting, describing the services available from their respective departments. The next group of meetings at these regional centers will be held during the first part of August.

The details of the meetings not reported in last week's issue of THE NATIONAL PROVISIONER follow:

Cleveland Region.

The Cleveland region met at 2:00 P. M., June 9, at the Exchange Building, Cleveland, Ohio. S. T. Nash, chairman of that region, presided. Those present were:

J. L. Bistricky, Hughes Provision Co.; H. J. Carroll, John Reis, Wilson & Co.; C. A. Elfring, G. S. Read, Federal Packing Co.; W. G. Fletcher, The Blumenstock & Reid Co.; C. Holmes, E. W. Phelps, Swift & Co.; S. T. Nash, The Cleveland Provision Co.; N. O. Newcomb, Lake Erie Provision Co.; A. C. Simon, C. C. Wall, Armour and Co.; M. C. Teufel, Theurer-Norton Provision Co.

St. Louis Region.

The St. Louis Region held a luncheon meeting at the Missouri Athletic Club, at 1:00 P. M. F. A. Hunter, chairman, presided. Those in attendance were:

Henry Belz, J. H. Belz Provision Co.; Alex Bischoff, E. C. Merritt, St. Louis Independent Pkg. Co.; G. E. Briggs, G. A. Carter, A. H. Lewis, C. K. Urquhart, Swift & Co.; R. W. Cooper, Armour & Co.; G. L. Heil, G. F. Lauth, Heil Packing Co.; Chas. Honegger, American Packing Co.; F. A. Hunter, East Side Packing Co.; Henry Sartorius, Sartorius Provision Co.

Baltimore-Washington Region.

The meeting of the Baltimore-Washington Region was featured by an unusually large attendance. Thirty-nine packers attended the meeting, which was held at the Southern Hotel, Baltimore, at 4:00 P. M. on June 9. Howard R. Smith presided.

The Baltimore packers were hosts at a banquet to packers in the region, which followed the meeting. The attendance at the meeting included the following:

F. A. Auth, F. J. Auth, L. J. Auth, N. Auth Provision Co.; W. E. Allers, C. B. Magrude, W. T. Medford, Howard R. Smith, J. F. Shafer, G. R. H. Younger, Shafer & Co.; J. H. Biltz, Wilson & Co.; T. A. Connors, Armour & Co.; L. G. Corkran, J. N. Merritt, Corkran, Hill & Co.; L. P. Costigan, J. P. Healy, J. R. Howard, C. H. Ruppert, G. J. Stewart, Swift & Co.; J. W. Crawford, Joseph Kurdle, W. F. Schluderberg, Wm. Schluderberg, T. J. Kurdle Co.; Wm. F. DuBois, Fred A. Spicer, Jos. Phillips Co.; M. H. Fallon, M. Fox, Greenwald Packing Corp.; John A. Gebelein; J. M. Henning, C. W. Henning, Phillips Genuine Sausage Co.; M. A. Keane, W. H. Muir, F. V. Price, T. T. Keane Provision Co.; T. W. Knudsen, A. D. Loffler, L. N. Mc-

Kinney, A. Loffler Provision Co.; C. B. Krogmann, C. Krogmann & Sons; John Munce, Jr., J. M. Spence, Kingan & Co.; Mr. Salganik, Consolidated Beef & Prov. Co.; Paul I. Aldrich, THE NATIONAL PROVISIONER.

Buffalo Region.

The Buffalo Region met at the Buffalo Athletic Club at 2:00 P. M., June 8, with J. Paul Dold presiding. Those in attendance were:

James G. Cownie, J. P. Dold, B. W. Robb, G. C. Voltz, Jacob Dold Packing Co.; R. J. Byrm, L. F. Grauer, A. F. Huntington, F. M. June, E. Siefert, Klinck Packing Co.; O. E. Espey, Rochester Packing Co.; J. W. Heffernan, Armour & Co.

New York City Region.

The New York City Region held its meeting at 441 Lexington Avenue at 3:00 P. M., June 10. A. T. Rohe presided. The following attended the meeting:

Ferris Briggs, Wm. Ehler, F. A. Ferris & Co.; F. J. Cooper, Jr., Nagle Packing Co.; W. E. Frost, S. C. Tompkins, Mr. McCormick, Swift & Co.; J. A. Hetherton, A. D. Sullivan, Armour & Co.; W. J. Neumann, Louis Meyer Co.; A. T. Rohe, Rohe & Brother; Herbert Rumsey, Jr., The Henry Muhs Co.; C. A. Triplett, Jos. Stern & Sons, Inc.; H. B. Van Name, Wilson & Co.

Boston Region.

The Boston region met at the Chamber of Commerce at 12:30 P. M., June 11. A luncheon was held in connection with the meeting. F. S. Snyder presided over the meeting, which included the following:

J. F. Broche, D. J. Vaughan, The Cudahy Packing Co.; C. W. Chamberlain, G. N. Chamberlain, Winthrop Chamberlain, Chamberlain & Co.; H. L. Drucker, Colonial Provision Co.; J. B. Dumnich, Swift & Co.; G. G. Gale, J. G. Kennedy, North Packing & Provision Co.; G. G. Horton, J. I. Russell, Wilson & Co.; J. A. Mach, F. S. Snyder, Batchelder & Snyder Co.; H. D. Sanford, Armour & Co.

Cincinnati Region.

A luncheon was held in connection with the meeting of the Cincinnati region which was held at the Business Men's Club at 12:30 P. M., on June 10. Elmore M. Schroth presided. Those who attended were:

J. H. Farson, Lohrey Packing Co.; Charles C. Ford, Swift & Co.; Charles Hauck, Ideal Packing Co.; H. C. Hennessy, H. H. Meyer, The H. H. Meyer Packing Co.; A. H. Kahn, Louis W. Kahn, E. Kahn's Sons Co.; George Kaufman, A. Sander Packing Co.; J. P. Kiefer, Jacob Vogel & Sons; C. W. Riley, Jr., Cincinnati Meat Packers Assn.; E. A. Schenk, Columbus Packing Co.; E. M. Schroth, F. C. Schroth, Michael Schroth, J. & F. Schroth Packing Co.

Southeastern Region.

At the meeting of the Southeastern region, which was held June 8 in Dallas, Tex., the following packers were present:

F. E. Bailey, W. H. Burnett, E. H. Kirk, W. H. Satterfield, Armstrong Packing Co.; C. C. Cameron, W. H. Garside, R. H. Oliver, Wilson & Co.; R. N. Dumble, Ft. Worth Packing Co.; Otto Finkbeiner, Little Rock Packing Co.; Jas. A. Gallagher, Jas. A. Gallagher, Jr., Union Meat Company; J. E. Hoban, Armour & Co.; R. T. Keefe, Keefe-LeSturgeon Co.; T. Frank Maurin, Houston Packing Co.; S. A. Middaugh, E. M. Sullivan, Swift & Co.

MEETINGS ON PACIFIC COAST.

Great interest is being shown by packers in the annual Western regional meetings of the Institute of American Meat Packers. Important meetings were held this week at Los Angeles and San Francisco on June 14 and 15.

Southern California Region.

At the Los Angeles meeting, which was held at the Central Manufacturers' District Club, Mr. T. P. Breslin, Regional Chairman of the Southern California Region, presided. The speakers, in addition to Mr. Breslin, were Oscar G. Mayer, President of the Institute of American Meat Packers; W. W. Woods, Executive Vice-President, E. N. Wentworth, Director of Armour's Live Stock Bureau; W. Lee Lewis, Director of the Institute's Department of Scientific Research, and J. A. McNaughton, Vice-President and General Manager of the Los Angeles Union Stock Yards.

In addition to the speakers, the attendance included the following: E. J. Bennett, Woodward-Bennett Co.; B. W. Campton, Associated Meat Co.; Joe Clavin, Globe Packing Company; Nelson R. Crow, Farm and Ranch Market Journal; E. F. Cunningham, Cudahy Packing Company; Geo. Flavell, Wilson & Company; Isaac Forman, Merchant Packing Company; J. C. Good, Los Angeles Meat Jobbers Ass'n.; Frank M. Hauser, Hauser Packing Company; C. J. Hooper, Western Meat Company; D. L. Keefe, Merchant Packing Company; A. Miller, Union Packing Company; Bert Miller, Armour and Company; H. A. Miller, Los Angeles Chamber of Commerce; H. D. Newcomb, Southern California Meat Packers Ass'n.; R. C. Oelwein, Coast Packing Company; J. W. Paton, Wilson & Company; John Ruether, Ruether Packing Company; H. A. Scott, Chas. S. Hardy Packing Co.; R. Scott, Vernon Market Bureau.

Another annual regional meeting was held in Portland, on June 18, and another will be held at Denver on June 22.

San Francisco Meeting.

The San Francisco meeting was well attended. E. G. Randolph, secretary of the San Francisco Packers Association presided, assisted by C. J. Hooper, regional chairman.

Among those present were:

R. M. Hagen, secretary California Cattlemen's Assn.; J. T. Blum and L. L. Roth, Roth-Blum Packing Co.; J. F. Reynolds and Arthur E. Reynolds, Pacific Meat & Packing Co., Oakland, Calif.; Edson L. Foncke, cattle raiser; James Allen, James Allen & Sons; John B. Beresford, Cudahy Packing Co.; W. O. Forsyth, Armour & Co.; James T. Doyle, Virden Packing Co.; D. C. Shelloe, Morris & Co.; John W. Cotton, Virden Packing Co.; C. H. Bailey, the Bulletin; W. J. Green, Virden Packing Co.; R. M. Jackson, Swift & Co., Portland, Ore.; J. O. Snyder, R. F. Lund and C. W. King, Western Meat Co.; C. W. Clawson, O. L. Watson, Oakland Meat & Packing Co.; James C. Good, Los Angeles Meat Jobbers' Assn.; R. W. Wright, Swift & Co.; J. J. Walsh, C. Swanston, Sacramento, Calif.

TALKS TO RETAIL GROCERS.

John C. Cutting, Director of the Institute's Department of Retail Merchandising, will talk before the National Association of Retail Grocers at their convention, which will be held in Rochester, N. Y., June 20-24.

MEAT PACKING GRADUATES.

Eighteen men, the first group ever to have the advantages of full-time college study of meat-packing subjects, completed the course offered by the Institute of Meat Packing at the University of Chicago with the termination of the spring quarter on June 15, according to an announcement made by President Max Mason of the University, and President Oscar G. Mayer of the Institute of American Meat Packers.

The Institute of Meat Packing is conducted by the University and the Institute of American Meat Packers in co-operation. Philip D. Armour is chairman of the packing industry's Education Committee. W. H. Spencer, Dean of the School of Commerce at the University, is Director of the Institute of Meat Packing.

The names of the men completing the course, with former collegiate affiliations, follow: Neil J. Anderson, Iowa State Agricultural College; Donald G. Andrews, University of Illinois; Hobert C. Baker, University of Missouri; Harry O. Barnes, Virginia Polytechnic institute; O. Paul Decker, University of Chicago; A. K. Hepperly, Nebraska Agricultural college; Dwight S. Holcomb, Iowa State Agricultural college; O. L. Johnson, Kansas State Agricultural college; Lawrence F. LeSturgeon, Washington University of St. Louis; Roy W. Longstreet, Iowa State Agricultural college; A. L. McMahon, University of Montana and University of Wisconsin; A. H. Post, University of Nebraska; A. R. Wije, University of Minnesota and University of Missouri; Clarence J. Bolger, University of Chicago; A. N. Landa, University of Chicago; Douglas Q. Cannon, Iowa State Agricultural college; Porter Jarvis, Iowa State Agricultural college; Forrest J. Schrivner, Nebraska College of Agriculture.

Mr. LeSturgeon is the son of Arthur LeSturgeon, packer, of Arkansas City, Kas. Messrs. Donald G. Andrews and Roy W. Longstreet took this course on scholarships awarded them by THE NATIONAL PROVISIONER.

"The University of Chicago regards this as a significant event," Mr. Mason stated, "since it shows the tangible results of an experiment in co-operation between education and industry in training young men who intend to enter the packing industry."

What the Course Offers.

"The full-time, residence day course, with a year of specialization in meat packing, which the eighteen men have completed, will offer to young men everywhere an opportunity to obtain a high grade university course and at the same time to learn in a systematized and orderly manner the fundamental principles underlying meat packing. This and subsequent graduating classes, in turn, offer the packing industry an opportunity to obtain promising young men who have a valuable understanding of its functions and services. Both the graduates and the industry should profit by this education program."

The Institute of Meat Packing, Mr. Mayer pointed out, is one phase of the Institute development plan which was brought forward three years ago by Thomas E. Wilson, then President of the Institute of American Meat Packers, which provided that the organization ultimately should become a combined trade association, educational institution, research institute, and industrial museum.

"Evening classes, which are being given at seven large packinghouse centers by packers and local universities in co-operation, and home study courses being offered for packinghouse employees all over the country by

the University of Chicago, are playing a large part in training men already in the industry," Mr. Mayer added.

BULLETIN ON BELTING TESTS.

Results of experiments regarding the relative merits of water-proofed leather belting and rubber belting for packinghouse use were supplied to member companies of the Institute in Bulletin No. 415-V, issued recently.

The experiments were made at the Northwestern University School of Engineering, at the instance of the Institute's Departments of Purchasing Practice and Scientific Research under a grant from E. R. Ladew & Company.

Tests were made, under packinghouse conditions, covering slippage, tensile strength, and other important factors. Further tests are to be made and the results will be announced when available.

Institute Committees**II—Committee on Associate Membership.**

EDITOR'S NOTE.—This is the second of a series of brief sketches of the various standing committees of the Institute of American Meat Packers. These committees have done and are doing excellent work for Institute members, which has played an important part in the progress of the industry in general.]

In order to round out its service and enable it to be of the greatest benefit to every branch of the industry, the Institute of American Meat Packers decided, late in 1924,



A. V. CRARY.

to enroll as associate members firms engaged in activities of a nature closely allied with the packing industry.

As a result, a number of the better companies of that nature now hold associate memberships in the Institute. A great deal of good has already resulted from this move, and it is expected that more benefits will be apparent as time goes on.

To facilitate the enrollment of worthy firms and individuals, a Committee on Associate Membership has been appointed, of which A. V. Crary, of the Continental Can Co., Chicago, is chairman. Other members of this important committee are J. J. Dupps, Jr., Cincinnati Butchers' Supply Co., Chicago, and John W. Hall, Chicago.

INSTITUTE ACTIVITIES.

Three important projects are under way in the Department of Packinghouse Practice and Research. Working in cooperation with the Sub-Committee on Recording of the Committee on Packinghouse Practice and Research, another volume on packinghouse operations entitled "Plant Operating Service and Control" is being prepared for use by the Institute of Meat Packing at the University of Chicago in its courses for packinghouse men. Complete standardization of truck bodies and standardization of parchment and other papers are being studied by the Department in co-operation with the Sub-Committee on Standardization. Bulletins on these subjects will be issued to the Institute memberships soon as the work has been completed.

A series of seven illustrated charts which summarize in an effective manner the important points about meats' food value and its relation to the balanced diet, has been prepared for use by the Institute at expositions and on similar occasions by the Department of Nutrition, of which C. Robert Moulton is Director, with the co-operation of the Department of Public Relations and Trade. The charts have a popular appeal and are designed to tell the story of meats' food properties to the consumer.

A bulletin dealing with the experimental use of the flap-jack, an instrument developed for driving hogs and which will do away with the use of poles, whips and other weapons which inflict bruises on the animals, and a bulletin summarizing the results of the questionnaire on the definition of terms used in packinghouse credits, will be issued to the Institute membership within a short time by the Department of Waste Elimination and Live Stock of which H. R. Davison is Director.

A proposal for the standardization of methods of sampling, analyzing and appraising the qualities of cured hams has been developed and issued to the Institute's member companies by the Department of Scientific Research. A method of sampling with indicated analyses, followed by a scoring on a weighted point system, is outlined. This plan has received the careful consideration of and unanimous approval of the Committee on Scientific Research. The Institute's Service Laboratory is available for use in making the necessary analyses.

GERMAN PORK SUPPLY SMALLER.

Receipts and slaughters of hogs in Germany during April were lower than for both the preceding month and for April, 1925, according to figures cabled from W. A. Schoenfeld, American Agricultural Commissioner at Berlin. Lard imports were also lower than in March, but bacon imports showed an increase.

Hog receipts at 14 markets reached only 188,000 head against 258,000 head for March, 1926, and 241,000 in April, 1925. April slaughters at 36 points totaled 247,000 head, a decrease of 81,000 head and 50,000 head below the preceding month and April, 1925, respectively.

Lard imports, at 21,138,000 lbs., were 2,955,000 lbs., less than for March, but 1,120,000 lbs. above April, 1925.

Foreign bacon was received in April to the extent of 1,764,000 lbs. That figure was an increase of 19,000 lbs. over the preceding month and 390,000 lbs. over April last year.

Regulation of Packers and Stockyards

A report of the Packers' and Stockyards' Administration of the U. S. Department of Agriculture, made by John T. Caine, chief, gives a description of the present organization of the administration, a list of the stockyards subject to the act, trade practices at the various yards, court decisions involving these practices, rates and charges special problems taken up by the administration, résumé of each of the formal dockets.

The report covers the period from June 30, 1924, the date of the last report, to March 30, 1926, and is made in accordance with a resolution of the United States Senate calling on the Secretary of Agriculture for such a report.

Seventy-seven stockyards are subject to the act, the yards at Springfield, Mo., and Springfield, Ill., being included since the publication of the last report.

The subject of bonds and bonding "market agencies" is discussed, and it is pointed out that some legal complications in connection with the interpretation of the law "have resulted in considerable delay in compliance by all the packers who buy livestock at public markets."

Financial and statistical reports were received by the administration during the past year from 58 stockyard companies, from 525 packing establishments, and from 684 market agencies.

Examined Small Packers' Books.

It is stated that investigations of the books of a number of small packers were made for the purpose of obtaining information relative to the present form of accounts and the general business conducted by such packing concerns.

The special problems to which the administration has given consideration, in cooperation with the Bureau of Agricultural Economics, have had to do with the practice of direct buying by packers, the competitive relation of markets, and the factors influencing the fluctuations in the prices of livestock and meat. Work on these problems is still in progress.

A list of the formal dockets pending July 1, 1924, and of those instituted since that time are listed, and a detailed report of the history and status of each given.

Questions Asked of Packers.

In furnishing the specific information requested by the Senate resolution, a list of the questions asked the packers in connection with the report they are required to submit annually to the administration are presented.

In a compilation of this information furnished by 525 packing companies in 1924 it is shown that their net worth was \$889,919,109.81; their total income \$3,321,961,071.23 and their total expenses \$3,245,075,724.89.

The report states that "the packers generally have refused the Secretary or his representatives access to their books. The books of Armour and Morris were opened to the Secretary in connection with the packer merger proceedings. About a dozen of the very small packers have permitted the auditors of the department to review their books for the purpose of studying their systems of keeping accounts."

The mandamus case against Swift & Company, the Cudahy Packing Co., and Wilson & Co., in connection with their refusal to permit access to their books, is reviewed, with the statement that the department could not say when the case would be finally decided by the Circuit Court of Appeals.

Statistics of Livestock Markets.

A statement of the business done at all of the markets coming under the supervision of the administration shows but little variation in cattle receipts during the past four years; a substantial increase each year in the calf receipts; hog receipts substantially the same in 1923 and 1924, with a material decrease in the receipts during 1925; and sheep receipts markedly less in 1925 than in 1924 but 1925 marketings heavier than in either 1922 or 1923.

A detailed statement is given of the receipts of livestock at each of 66 markets for the years 1922, 1923, 1924 and 1925. Reports are also made of the rates and charges for yardage and feed at each of 25 stockyards, together with a statement of the changes made in such rates since July 1, 1924.

A list of the commission charges for selling straight cars of livestock by the different livestock exchanges of the country is also given.

Recommendation of two important amendments to the act is made, as a result of experience in its administration. The first of these is for the purpose of subjecting to its disciplinary measures employees of registrants who actually participate in a wrongful practice; and the second to put the burden of proof upon any market agency or stockyard company seeking to increase its rates and charges.

MEAT EXPORT OUTLOOK.

A note of optimism on the export outlook for meats and lard was sounded by R. E. Chapman, manager of the American Provisions Export Corporation, in a recent message to the members of the Institute of American Meat Packers.

Mr. Chapman scouted the idea of a downward tendency in the export outlet for packinghouse product. "This country from January 1 to May 15 this year exported 19,000,000 lbs. more of lard than the same period last year," Mr. Chapman said. "Of this increase, Germany took about 16,000,000 lbs. This lard was sold fairly well in line with the fluctuating Chicago market, but business in fat cuts was disappointing.

"I am of the opinion that the days of heavy sales of fatbacks are over. Nevertheless, we will continue to export this cut in a volume dependent on market conditions. Our principal export has been and will continue to be lard."

Commenting on the influence abroad of higher prices in this country, he said that it was rather expected that foreign buyers would not follow our strong and advancing market, "but this has not been our experience." While further advances may reduce volume, this will fit in very well with reduced supplies. Further, these high lard prices turn more attention to oleo oil, which at present is in good demand.

Notwithstanding the difference in price, however, Mr. Chapman believes there will always be a demand for North American lard. "In 1923 we sold lard very freely at 2½¢ a pound above the present market and anticipate no difficulty in continuing to sell on a Chicago parity the limited supplies that will be available in June and July. We can expect the volume to be in proportion to the relation of lard and competing fats," he said.

"On July 31, a duty of \$1.35 a 100 lbs. on lard and \$3.90 a 100 lbs. on meats, becomes effective in Germany. There has been some talk that these duties may be postponed on account of these high prices, but our information is to the contrary. We do not anticipate this new increase in duty will have a depressing effect on lard as the duty before the war was \$1.10 a 100 lbs.

"As we go into the upturn of the cycle of hog production, with more plentiful and cheaper supplies, we will find plenty of outlets for our surplus. We must remember that Germany, alone, in 1913, imported 300,000 tons of animal fats, a large part of which was North American lard, and Germany's agricultural production that year was at a high point."

Mr. Chapman said that our supremacy over the whole world in lard quality is absolute. He believes that the United States will maintain its dominant position as the world source of lard, the volume fluctuating only in accordance with the world market conditions.

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Jacob Dold Packing Co., Buffalo, N. Y.

Watch Your Step!

Hogs sold higher on the Chicago
market during the second week of June
than at any time since 1920. Other
principal markets of the country
showed similar price trends. The
movement upward from an already
high price level began toward the end
of April and was the greatest for the
month of May in 25 years, except for
wartime inflation.

The U. S. Department of Agricul-
ture has expressed the belief, as a re-
sult of its observations and surveys,
that the market for hogs for the next
five months will be strong.

The supply of hogs in prospect for
slaughter is thought by the department
observers to be no greater than that of
a year ago, and the total stocks of pro-
visions on hand are only about 73 per
cent of those at the same time last year.
Nevertheless, it seems likely that any
material increase in hog runs would be
reflected quickly in price levels.

However, there appear to be sources
of additional pork tonnage that are
sometimes not indicated by the number
of hogs coming to market. For in-
stance, in April, 1926, there was received
at the primary markets of the coun-
try 111,000 fewer hogs than in April,
1925, but the production of federal in-
spected pork for April, 1926, was 52,-
706,000 lbs. greater than in the previ-
ous April, in spite of its heavier hog
run.

Hogs so far this year have carried
much more finish and dressed better
than those marketed in the same per-
iod of 1925. This, combined with the
numbers marketed at country points,
doubtless accounts for the large in-
crease in the production of pork pro-
ducts during a month of decreased
runs at central markets.

It is perhaps well that packers re-
fused to believe through the fall and
winter that hog supplies would be so
limited, as otherwise there is no tell-
ing what they might have paid for
them. As it was they were sharp com-
petitors for the hogs available, and
forced prices to the high levels prevail-
ing for months past.

It is a period for caution in the pack-
ing industry. The summer runs are
likely to bring more heavy sows. Pack-
ers should remember that these hogs
are wasteful and that stocks of dry salt
meats on hand are much heavier rela-
tively than those of sweet pickle meats.
Also that heavy fat cuts and lard have
been the slowest items on the provision
list. They should also bear in mind
that beef cuts may look good to many
consumers compared with smoked pork
cuts at 30c to 60c a pound.

The farmer's need for higher prices
for everything he sells has been given
much publicity, and the feeling of many
consumers is that they must expect
foodstuffs to be high that the producer
may have adequate return.

The danger is always imminent, how-

ever, of the consumer feeling that the
high point has been passed. Should
that time come in the market for pork,
the wise packer will not be found
"holding the bag."

Not a Political Problem

An opportunity for cooperation between
agriculture and industry is sought by Ameri-
can business through its national chamber of
commerce. At the recent convention in
Washington the national chamber expressed
the belief that the time is at hand when busi-
ness—not merely the agricultural, but manu-
facturing, transportation, finance and other
branches—should attempt to frame a national
policy to put agriculture on a prosperous
basis.

Business is vitally interested in the good
health of agriculture, for when the basic
industry is ill all other industries are in-
fected. Modern conditions have brought new
and difficult problems to the farmers, and
these problems must be solved if there is to
be permanent prosperity throughout the na-
tion.

It is possible that business, with its study
of national problems from the standpoint
of all engaged in an industry, rather than
from that of each individual so engaged,
would have something real in the way of
assistance to offer agriculture.

It was recently pointed out by a well-
known representative of business that it has
developed a philosophy of which self-regu-
lation and independence are the earmarks.
It has learned also that economic condi-
tions cannot be regulated by legislation.
Relief for economic ills cannot be secured
through government fiat.

Business has learned that high prices do
not give assurance of high returns on invest-
ment. A curtailed market because of high
prices produces surplus which must be ulti-
mately sacrificed at a loss.

American business also has learned that
efficient production is essential to success.
It has learned that through voluntary organi-
zation the cooperation, the experience and
wisdom of each unit is made available to all.
And it has learned that government is a
valuable partner but a poor master.

It would seem that much of value could
be brought out in a conference of business
men with men who really know the problems
of agriculture and who have no axe to grind.
After all, some of agriculture's problems are
not so very different from those of other
industries. The number of individual busi-
nesses in the industry is greater, but their
fundamental problems are not unlike.

This whole problem of agricultural re-
lief—and it is a problem that presses for
consideration—must be approached from the
economic rather than the political stand-
point.

PRACTICAL POINTS FOR THE TRADE

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High Grade Frankfurts

A firm of provision dealers wants to make a high grade frankfurt, even if it must be sold for considerably more than the market on good brands. They write as follows regarding this:

Editor The National Provisioner:

We are firm believers in quality sausage, as outlined in THE NATIONAL PROVISIONER a short time ago. We are in a section where good sausage is appreciated and where the public is willing to pay for it.

Can you give us a recipe and method of handling high grade frankfurts? We believe we can get 5c or more per pound for a specially fine frankfurt than for the usual brands, and we want a formula for a first-class product.

If you can tell us how to manufacture a frank that can not be surpassed, we will certainly appreciate it.

This sausage maker wants to make a high grade frankfurter. It is to be of first quality and will cost more than the good brands on the market. He is apparently a firm believer in quality sausage, knowing that his trade will pay the price for a guaranteed, tasty product.

If the inquirer follows this plan, it is believed that he will find that quality is sure to win, even against price odds.

The following meat and spice formula will produce a very high grade frankfurt:

Meat:

- 60% trimmed boneless bullmeat, or fresh beef chucks
- 20% fresh pork trimmings (95% lean)
- 20% regular pork trimmings, reasonably lean

100%

Seasoning:

- 3 lbs. salt
- 6 oz. ground white pepper
- 2 oz. nitrate of soda or saltpeter
- 2 oz. ground coriander
- 1 oz. ground nutmeg or mace
- 8 oz. granulated sugar

Sausage Trimmings. — In preparing sausage materials the following formula for curing the sausage meats should be used for each 360 lbs. of meat:

- 10 lbs. salt
- 2 lbs. sugar
- 12 oz. nitrate of soda or saltpeter
- 2 gals. No. 2 ham pickle, 50 deg. strength.

Particular attention should be paid to the trimming and chilling of meats, to see that they are properly chilled and in good condition before putting into cure.

Then grind the chilled meats through the 1-inch plate of hashing machine and weigh off 360 lbs. of this batch and put in the mixing machine, adding the dry cure formula as given, and mix for about three minutes. Then pack 360 lbs. in open tierce and add the two gallons of pickle as mentioned.

Meat should remain in cure for at least five days and not over eight days.

Grinding and Mixing.—Grind beef chucks or bull meat through 1/8-in. plate, and pork trimmings through 1-in. plate of hasher. Weigh meats in proper propor-

tions and put beef in silent cutter and chop about 2 minutes, gradually adding crushed ice to keep meats cool while chopping. Then add pork trimmings and seasoning, and chop all together about 3 minutes additional.

The man operating the chopping machine must use judgment in the use of all the crushed ice that meats will absorb, but not use an excessive quantity. The above formula should carry 40% crushed ice if properly handled. The ice is necessary to get the consistency and quality desired in the chopping process.

After meats are thoroughly chopped, take to mixer and mix for about 3 minutes, so that the seasoning will be evenly distributed through the meats.

Stuffing.—Then take to the stuffing machine and stuff in either sheep or hog casings. Sheep casings should be linked off about 5" in length, and hog casings about 4" in length. Casings must be stuffed to full capacity and punctured while stuffing to prevent air pockets showing in finished product.

The stuffing bench should be provided with a pan to accommodate scrap meat, and another pan for scrap casings. But do not, under any circumstances, mix the two together. This is very frequently done by careless workmen. The scrap meat on the bench must be handled promptly and mixed with the meat stock in the truck, and not allowed to remain on the bench indefinitely to deteriorate.

The stuffing bench should be provided with linking blocks, so that the linking will be uniform.

Cooling.—When the product is stuffed and hung on the truck, put in the cooler at 36 degrees to 40 degrees temperature. Carefully spread on trucks, trolleys or hanging sections and allow to hang in the cooler over night, so that meat will cure in the casings, and develop a much better and more lasting color on the finished product.

Smoking.—Then move from the cooler to smoke house, and carefully spread in the smoke house so that the product does not touch. Smoke with either dry hardwood or hardwood sawdust and gas. Hang product in smoke house at a temperature of 115 degrees to 120 degrees for about 30 minutes, or until casings are thoroughly dry. Then gradually raise the temperature of the smoke house to 160 degrees to 170

degrees for about one-and-one-half hours, or until the proper color is obtained.

When the product is smoked, avoid delays between smoke house and cooking vat, as sheep casings are susceptible to draft and will shrivel or wrinkle, which is very objectionable to the trade.

There is no better way of smoking sausage than with gas and hardwood sawdust, but sawdust should contain not more than 10 per cent moisture, as wet sawdust has a bad effect on the color of the product in the smoke house. Wet sawdust also increases smoking shrinkage. The best practice is to use hardwood sawdust only along with gas.

Cooking.—After smoking, cook for about 5 to 7 minutes—depending on the size of the casing—at a temperature of 165 degrees to 170 degrees. As soon as the product is removed from the cooking vat, spray it with cold water for about 5 minutes, or until the sausage is well cooled. This is to prevent shriveling.

Then it is advisable to hang in natural temperatures for from 2 to 3 hours, where there is absolutely no draft, to allow the product to partially chill and develop color.

Then put in the cooler at a temperature of from 40 degrees to 45 degrees for further chilling before packing. Product must not be packed warm, as it will slime and mold, especially in cartons.

Hide Cellar Temperatures

A Southern packer writes about hide cellar temperatures, and the way to keep the air from becoming warm and dry. He says:

Editor The National Provisioner:

What are correct hide cellar curing temperatures? Our hide cellar gets pretty warm and has a tendency to become dry. How can we avoid this?

Temperatures in most hide cellars range from 50 to 60 degs. F. Temperatures below 40 degs. slow up the cure of the hide. Higher temperatures than these have a tendency to shrink the hide and cause loss. A range of 50 to 55 degs. is best.

The more moisture there is in the cellar the better. Flat floors with no drains are preferable. Where cellar air becomes warm and dry, it is probably because the hide cellar is located next to a room with high temperatures. In this case the walls would have to be insulated.

MEAT EXPORTS FROM BRAZIL.

A decrease is noted in the quantity of meat and meat products exported from Brazil during 1925, as compared with 1924, says American Consul A. Gaulin, Rio de Janeiro, in a report to the U. S. Department of Commerce. One item of export —tallow—registered a gain while lard practically ceased.

The following table shows the changes:

	Metric Tons 1925	Metric Tons 1924
Frozen and chilled meat.....	57,077	75,312
Tallow	7,032	3,710
Jerked beef	1,839	2,890
Preserved meat	855	1,359
Lard	29	990
	141,524	100,801

What Gets The Money?

How's your sausage trade?

Poor?

Why? Because you make poor sausage, perhaps.

Quality and Service will get you the trade—and the price, too!

How would you like to get 7c a pound more for your franks than you are getting?

A group of New England sausage makers did it! Read the story on page 17.

Bologna and Minced Ham

An Eastern sausage maker is experiencing difficulty with his bologna and minced ham. It does not have the nice bright look it should have after it hangs in the cooler awhile.

Following is his method of handling, and he asks for help to solve his difficulty. He says:

Editor The National Provisioner:

I would like to know if you can tell me why my bologna and minced ham is so dead-looking when it hangs in the cooler 5 or 6 days.

The first and second day after the sausage is made it is fresh and shiny looking, it has a good red color and eats good, but after 5 or 6 days it has that dull appearance.

I use one-third bull meat, one-third pork trimmings, one-third pork and beef cheeks. I do not put too much water in it.

I use 3 lbs. 3 oz. salt and a little sugar in the cure, with paprika, pepper, coriander and mace for seasoning.

We have a brine spray system of refrigeration and the coolers are very dry.

The trouble with the color on the inquirer's bologna and minced ham would indicate that he is using all fresh meats. He states the first 24 to 48 hours after the product is made it is fresh and the color is very attractive; but after five or six days it has a dull appearance.

The matter of the sausage hanging five or six days raises the question why sausage is made so long in advance.

It is hardly to be expected that sausage hanging so long would have a very fresh appearance unless artificial color is used. Even where this is done, it is not good practice to hold product indefinitely. The manufacture of the product should be so regulated that the sausage will be kept moving in a strictly fresh condition.

Where fresh meat is used that has not been cured before manufacturing into sausage, it is quite natural to get a high color as sort of a "flash in the pan." But this color has a tendency to fade.

It is recommended that the sausage material be cured before manufacturing, and that certified color be used if a lasting color is to be assured.

The inquirer's formula, as submitted, should produce a very satisfactory article, providing the product is properly handled.

Directions for manufacturing minced ham and bologna have appeared in THE NATIONAL PROVISIONER. They can be secured by subscribers by sending a 2c stamp for each with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Making Lard in Small Lots

A small Eastern hog slaughterer wants to make lard, although his production of fat for this purpose is limited. Up to this time he has not made lard, and he wants to know how to make it and what equipment he must have. He says:

Editor The National Provisioner:

From time to time we have 150 to 200 lbs. of fat which we would like to render into lard by the open kettle method. Just how much equipment must we buy to take care of this?

How should this fat be rendered?

A 50-gallon kettle and a crackling press would be desirable for this inquirer. It is not absolutely necessary to hash the fat, but product can be handled to much better advantage by hashing before cooking, and this calls for a hashing machine.

The fats should be chilled at least overnight before hashing or cutting up into small pieces. This will remove the strong hog flavor.

Cooking time will depend upon the amount of fat put in the kettle. Cook at about 40 lbs. steam pressure and keep agitated enough to prevent scorching.

Perhaps the greatest trouble with kettle rendered lard is in over-cooking or burning. This gives the finished lard a brown color and an unpleasant odor.

In cooking, watch the cracklings closely. As soon as they commence to turn brown, stop cooking and let the lard settle. Some operators add a small amount of salt to help settle the lard.

After settling, draw the lard off through a strainer. Remove the cracklings and press them to get out the lard. Add the lard from the press to the lard already drawn off, and strain through a couple of thicknesses of cloth to remove all fine cracklings.

Lard can then be filled in packages while hot. If the inquirer has a jacketed kettle, it can be chilled in this before filling.

If filled hot, it should be put in a cooler as close to 32 degs. as possible.

This is the way a small quantity of lard can be handled where only limited equipment is available.

CONSOLATION.

Here is a verse an Ohio packer had printed on a sticker (use not stated) which contains a lot of truth and some consolation for those who need consolation. It says:

There never was a product made
(This truth you must confess),
But what some bird could make it worse
And sell his stuff for less!

Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallows and Greases.

Name

Street

City

Enclosed find 2 cent stamp.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

Hauser Packing Company, Los Angeles, Calif. For pure leaf lard, hams and bacon. Trade Mark: ANGELUS. Application serial No. 200,257. Claims use since December 19, 1914.

Angelus

Otto Stahl, Inc., New York, N. Y. For frankfurters. Trade Mark: TEENIE WEENIES. Application serial No. 229,127. Claims use since January 21, 1926.

Armstrong Packing Company, Dallas, Tex. For cottonseed oil shortening. Trade Mark: BAKELITE. Application serial No. 229,610. Claims use since February 26, 1926.

G. H. Hammond Company, Chicago, Ill. For dried beef and eggs. Trade Mark: CALUMET. Application serial No. 227,837. Claims use since 10 years prior to 1905.

Beech-Nut Packing Company, Canajoharie, N. Y. For cured ham, bacon, beef, and other food products. Trade mark consists of three oval lines, one within the other, with a beech-nut at each end. In the higher-numbered application the space between the two outer lines is color red. Application serial No. 228,966 and 228,967. Claims use since October, 1907.

John F. Jelke Company, Chicago. For oleomargarine. Trade Mark: LILY OF THE VALLEY. Application serial No. 229,917. Claims use since March 1, 1910.

MEATS IN NEW WRAPPER.

A new booklet, "Your Product in a Show Case of Its Own," has recently been distributed by the DuPont Cellophane Company of 40 West 40th Street, New York.

This booklet outlines the new developments in wrapping and packaging products, and indicates how an improvement in packaging and wrapping is a decided factor in increasing sales.

It points out how, through improved wraps, a manufacturer may give his product "eye appeal," increase display value, and at the same time eliminate the danger of shopworn merchandise.

Descriptions are given of the successful use of the new package wraps in many industries, including meats. The use of this new wrapping material in marketing all kinds of meat products has met with a surprisingly quick success, and packers and meat manufacturers are taking to it readily.

This booklet offers many suggestions to all concerns marketing small package products.

How are the various kinds of edible beef offal handled on the killing floor? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

The Boiled Ham Season is here

**Griffith's
Prague Pickling Salt**
is a
Fast, Safe Cure
for

Boned Boiled Hams
5 to 8 days

Smoked Hams
(15 to 18 lbs.)
24 to 27 days

**Corned Beef, Hocks, Jowls
and Butts**
5 to 7 days

Sweet Pickle Bellies
5 to 7 days

Dry Cure Box Bacon
8 to 10 days

Fresh Sausage Meats
24 hours

**You can do it
with Griffith's
Prague Pickling Salt**

Trade Mark registered in U. S.
Patent Office and will be
protected

Fast and Safe
Place Your Order at Once
Telegraph for our Formulas

**The
Griffith Laboratories**
4103 S. La Salle St.,
Chicago, Ill.

BALTIMORE PACKERS DINE.

How to get the business, and yet get along together, is being well illustrated by meat packers of Washington and Baltimore.

Each city has its local meat packers' association, and they have been cooperating to advantage in many ways since they got together and got acquainted. Many bad trade practices have been done away with, though they admit there is still room for improvement.

Some time ago the Washington Meat Packers' Association, which has been doing a lot of effective cooperative work under president Andrew D. Loffler in the elimination of waste in distribution and in other ways, invited its neighbors of the Baltimore Meat Packers' Association to a joint meeting and dinner. The affair was such a success that the Baltimore packers at once promised a return invitation.

The return party was held at the Southern Hotel, Baltimore, on the evening of June 8, and more than 100 members of the trade sat down to a feast such as only Will Schludenberg, Howard Smith, J. P. Healy and that crowd know how to get up. The dinner followed the regional meeting of members of the Institute of American Meat Packers, and the joint toastmasters were regional chairman Howard Smith and president Jos. F. Kurde of the Baltimore association. Directors H. L. Osman and F. L. DeLay of the Institute, T. A. Connors, district superintendent of Armour & Company for Philadelphia, Baltimore and Washington, and Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, were special guests.

Following the dinner there was an entertainment program which pleased everybody, especially Uncles John Gebelein and Hohman, who sat at the head table where they could get a good view. It was voted a grand occasion, and more firmly cemented the friendship and understanding between the packers of the two cities.

The Washington party made the trip in a special motor bus piloted by Frank Du Bois, the "original" fun-maker, and included the following:

M. A. Keane, Walter Muir and Frank Price, T. T. Keane Co.; James Bietz, Wilson & Co.; John Munce, Jr., Kingan & Co.; A. A. Auth, L. J. Auth, F. A. Auth and F. J. Auth, Auth Provision Co.; Wesley Henning and J. M. Henning, Phillips' Genuine Sausage Co.; C. B. Krogmann, C. B. Krogmann Sons Co.; A. D. Loffler, Neale McKinney, Fritz Knudsen and Fritz Vogel, Loffler Provision Co.; L. P. Costigan, Swift & Co.; F. A. Spicer and Wm. F. Du Bois, Jos. Phillips Co.

U. S. CAN TAKES BRECHT CAN.

A manufacturing development of special interest to lard pail buyers and of general interest to the packing industry as a whole has just been announced jointly from Cincinnati and St. Louis. This is the consolidation of the Can Division of The Brecht Company with The United States Can Company, effective as of June 1st. The enlarged organization takes the name of The United States Can Company, and the personnel and good will of the Brecht Can Division will be supplemented

by up-to-date equipment and operating methods.

For the present, manufacturing operations are being continued in the Brecht factory. Very shortly, however, a large, new, modern plant, which is rapidly nearing completion, will be occupied, adding one more link in the chain of plants operated by the absorbing company.

The United States Can Company is one of the three largest in the country. Other of its factories, besides the new St. Louis unit, are at Cincinnati, Chicago, Baltimore, Roanoke and Buchanan, Va.; in addition to warehouses at Little Rock, Ark., and Springfield, Mo. The establishment of these plants and their strategic location with respect to raw materials, markets and transportation facilities give evidence of the growth experienced by The United States Can Company since its founding in 1907.

It is expected that the union of these two leaders in the container field, each of which has been singularly successful, will result in even better service for the thousands of packers and sausage-makers using lithographed pails and cans.

The new St. Louis factory is a model of efficiency and convenience, equipped with the most up-to-date machinery, much of it designed to special order. The officers of the company promise unexcelled quality in every item in the United States line. All standard cans and pails are manufactured.

Of even greater interest is the assurance of improved service and "shipment when wanted." Marketers doing a large volume of "package" business will appreciate this feature.

The many friends of Mr. E. R. Thompson, formerly manager of the Brecht Can Division, will be glad to know that his connection with the lithographed can business will be in no wise changed. Mr. Thompson becomes Sales Manager, General Line Cans, in the enlarged organization. General supervision of the new St. Louis unit of The United States Can Company will be vested in Mr. J. M. Porter, formerly general manager of the Roanoke and Buchanan plants.

LONDON'S MEAT SUPPLY.

The supply of meat and like produce to the London Central Markets during the four months ended April, 1926, aggregated 168,331 tons as against 157,410 tons for the same period 1925, an increase of 6.9 per cent, according to a report received by the U. S. Department of Commerce from American Assistant Trade Commissioner John C. Specks, London, England.

Imported supplies, apart from produce originating in Ireland, formed 83.1 per cent of the total quantity of produce marketed. British and Irish supplies, aggregated 28,468 tons, or 16.9 per cent of the total; New Zealand and Australia, 30,562 tons or 18.2 per cent; Argentina and Uruguay, 80,116 tons or 47.6 per cent; Netherlands and other foreign countries, 29,185 tons or 17.3 per cent.

The figures for the four months' period are as follows:

	1926	1925
Beef and veal	92,455	86,175
Mutton and lamb	45,790	41,340
Pork	19,204	20,240
Poultry and game	6,158	5,951
Butter, eggs, rabbits, etc.	4,715	5,095
	168,331	157,410

A Page for the Packer Salesman

What is Effective Selling?

Well-Known Packer Tells What Salesmen Should Know and Do

By J. A. Hawkinson.

EDITOR'S NOTE.—This is the second installment of Mr. Hawkinson's talk, which was begun on this page in the issue of June 5.

In the first installment he discussed the daily cost-to-sell, and gave some valuable pointers on this important subject. A salesman receiving a salary of \$50 per week actually costs his firm \$4.50 per hour for every hour he is actually selling, Mr. Hawkinson said.

The cost of handling orders was also taken up, and the loss resulting from small orders was pointed out.

This installment takes up collections, price-cutting and methods of helping the retailer with his displays.

Salesmen take orders from irresponsible C. O. D. buyers. The order is delivered and customer has no funds. The product is returned shopworn and is, as a rule, resold at a loss. Or if the order happens to be for perishable product that has been out on a wagon a large part of the day, when the product is finally returned it goes to the tank.

Notwithstanding these losses the salesmen continue taking and the packer accepting business of this nature.

Competent Salesmen Are Good Collectors.

It is a noteworthy fact that competent salesmen are good collectors—inexperienced or incompetent salesmen the reverse. Many salesmen do not realize that when they allow a customer's account to become past due, it is necessary to discontinue selling that customer until the account is collected, resulting not only in a temporary loss of that customer's business but in many instances a permanent loss of his business.

Salesmen should be made to feel that they are responsible for collections. Credit risks will be lessened if the salesman knows he is responsible for the collections, as he will be less inclined to take on risky accounts.

Credit and Sales Departments Co-operate.

Close co-operation between the credit and sales departments can only be beneficial. Where this condition exists the credit department is of real benefit to the sales department. It is advisable to furnish the salesmen every Monday morning with statements of all customers' accounts in duplicate. Salesmen should attach the duplicate statement to the remittance if collection is made.

Salesmen should be encouraged to become intimately acquainted with the dealer and his clerks, and should study the dealer's requirements avoiding overstocking or selling the dealer a class of products unsuitable for his trade.

Dealers Welcome Salesmen's Suggestions.

Most dealers will welcome from salesmen suggestions for better counter and window displays and any suggestions that will enable the dealer to handle packing-house products to better advantage and to increase his sales.

The importance of proper displays of meat food products cannot be overestimated. These should consist of seasonal products as far as possible. The

progressive meat dealer always has attractive counter and window displays.

Many dealers do not have refrigerated counters and comparatively few have refrigerated windows; but there are many products that can be displayed daily on the counter without deterioration.

Unrefrigerated windows can be used for meat product displays during the cooler weather and should be used during the warmer weather for displays of attractive advertising matter, special sale notices and price cards. Suggestions to the dealers for special sale cards, price placards, display of advertising matter, etc., will in most instances be received in the right spirit by the dealer.

Haphazard Price-Cutting.

One of the serious problems of the meat industry both from the retailer and the packer's standpoint is that of haphazard price-cutting.

The packer is flooded with unreliable reports from salesmen of competitors' prices. If these reports were accepted literally, we would be forced to believe that our competitors had no basis for figuring costs and their only aim was to take business regardless of cost and regardless of market conditions.

The salesmen's only source of information as a rule is from their customers. But the customer does not in all cases advise the salesman of all conditions affecting such quotations. In many instances reports of competitors' quotations below the market are reports of sales or quotations made on a previous lower market and do not reflect competitors' current quotations.

Cost Figures Should Mean Much.

It is a lamentable fact that many salesmen do not have confidence in the packer's costs, especially on beef and small stock. It is not unusual to hear salesmen making remarks that "cost figures do not mean anything and they always show a loss," etc.

The practice of some packers accepting orders at large discounts under their quotations has a tendency to making the salesmen feel that all prices quoted are subject to "shades." The salesmen are not wholly responsible for this feeling, and as long as a packer will permit salesmen to make their own selling prices, at least to the extent of making unwarranted shades, just so long will the salesmen feel a lack of stability in the packer's quotations.

Unquestionably the standard of quality of all meat food products has been greatly improved in the last few years; but unfortunately the merchandising of these products has not shown a corresponding improvement.

Thoughts for Salesmen and Sales Managers

The house that cannot sell its first-class product to first-class trade has no excuse for existence.

The packer whose selling force can only sell his good brands at "grave-digger" prices is even worse off!—E. P.

Sell the Whole Hog!

Many Salesmen Sell Loins and Hams and Neglect Other Items

How do you sell pork products, Mr. Salesman?

Are you content to sell the retailer a few loins or spare ribs and some hams, and let it go at that?

That is the easiest way to do—but it is not real salesmanship!

Here is a letter from a packer sales manager who reminds his salesmen that there are more than 100 items on their pork product list, and tells them they are expected to help move all of them.

He says that if all salesmen adopted the slogan, "Sell More of the List," the entire industry would be benefited.

Read what he says:

Editor THE NATIONAL PROVISIONER:

Many salesmen are too lazy or indifferent to sell their entire line. They sell the dealer a few loins and hams, and perhaps a little lard, and let it go at that.

Apparently they never stop to think that there are many other products made from the hog carcass than these. Or they just follow the line of least resistance and sell what is easiest.

We try to impress upon our salesmen that there are more than 100 items on our pork product list, and that they are expected to help move these items. They are told that successful pork packing makes necessary an even distribution. Hams, bacon, sausage and other products must all be disposed of with the same regularity as fresh pork.

It takes real salesmanship to do this, of course, but if they haven't that kind of ability we do not want them on our staff.

It seems to me that the entire industry would benefit if packer salesmen and their sales executives would adopt as their slogan, "Sell More of the List."

Yours very truly,
PACKER SALES MANAGER.

QUALITY WORTH THE PRICE.

Here is a good tip to pass on to your retailer customers:

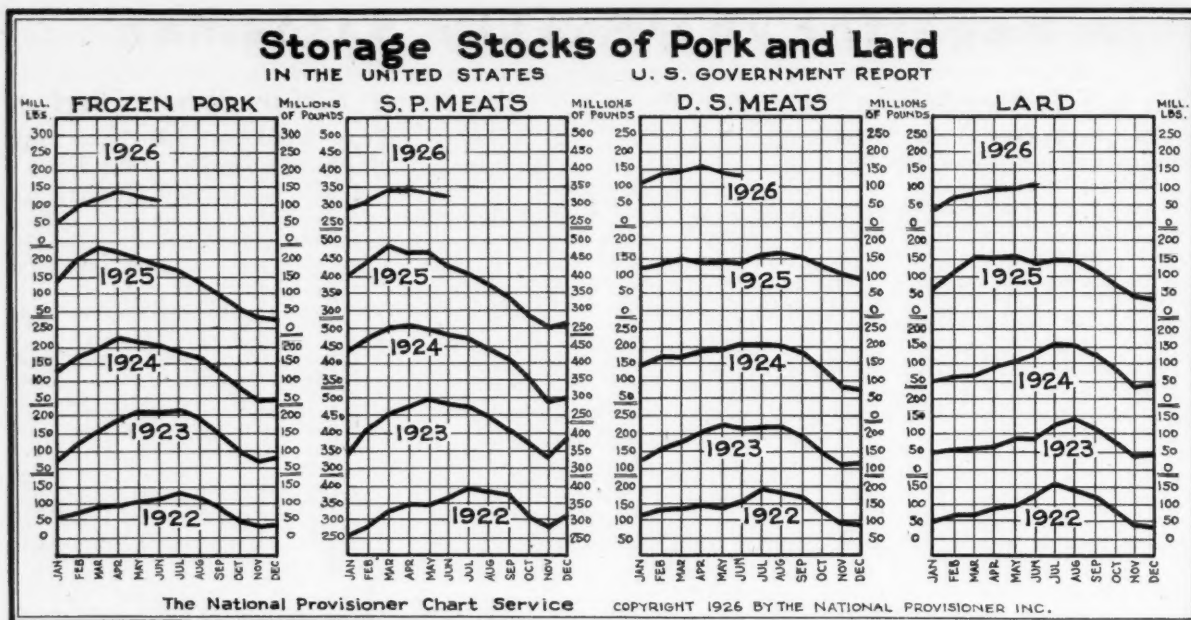
Have you ever stopped to think of the difference in price between a pair of good shoes and a pair of poor shoes, or between a good suit of clothes and a poor suit of clothes, or between good furniture and poor furniture? The difference in price is anywhere from 50 per cent up.

Now, have you ever thought of the difference in price between good ham and poor ham?

Ham that is delicate in flavor and very tender is good ham. Poor ham is coarse and stringy, salty and tough. Pretty big quality difference, isn't it?

Yet the price difference between good ham and poor ham is little or nothing—about 5 or 10 per cent. Not very much, is it?

Isn't it better to have 5 per cent less meat at a cost of 5 per cent more, when the meat is sweet and tender, than to have 5 per cent more meat at a cost of 5 per cent less, when the meat is apt to be flavorless and tough?—Old Hickory Smoke.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows trends of storage stocks of cured meats and lard on hand the first of each month during 1926, with comparisons for the four years previous.

The stocks on hand June 1 are generally low, due to the reduced hog runs over a long period. The receipts for the first five months of 1926 are almost the same as those of the same period of 1922, but are $4\frac{1}{2}$ million head less than in 1923, $5\frac{2}{3}$ million less than in 1924, and $2\frac{2}{3}$ million less than in 1925.

Lard was the only product showing an increase in stocks on hand during May. This increase has been steady from the first of the year, when accumulations were below 50,000,000 lbs. The present stocks are considerably under those of one and two years ago, but are approximately 22,000,000 lbs. higher than the 1923 stocks. At this period of 1923 the export outlet for lard was very good.

Frozen pork stocks are practically 100,000,000 lbs. short of those a year ago, and are way under those of that date at any time in the past four years.

The dry salt meat accumulation this year is similar to that of 1922, but is somewhat lower than the June 1 figures of that year. Stocks of this class of meats now stand more than 6,000,000 lbs. below those of last year, following a period of low production of many dry salt cuts.

Product prices are high, but the situation from the standpoint of stocks is generally considered to be strong.

STOCKS IN COLD STORAGE.

The figures on which the above chart is based are as follows, in pounds:

1922.	Frozen pork	S.P. pork	D.S. pork	Lard
Jan. ...	51,203,000	252,822,000	111,071,000	47,541,000
Feb. ...	71,722,000	284,487,000	128,088,000	61,202,000
Mar. ...	86,219,000	321,950,000	139,281,000	61,297,000
Apr. ...	98,765,000	347,275,000	145,182,000	60,631,000
May ...	103,907,000	348,394,000	142,030,000	96,055,000
June ...	114,571,000	362,395,000	157,089,000	123,798,000
July ...	128,962,000	391,474,000	186,948,000	154,254,000
Aug. ...	117,903,000	385,092,000	179,856,000	143,084,000
Sept. ...	84,815,000	369,187,000	165,008,000	119,755,000
Oct. ...	46,796,000	313,517,000	122,785,000	75,339,000
Nov. ...	30,688,000	278,811,000	85,671,000	36,750,000
Dec. ...	33,774,000	302,708,000	89,017,000	32,506,000

1923.	Frozen pork	S.P. pork	D.S. pork	Lard
Jan. ...	72,278,000	377,107,000	121,126,000	48,808,000
Feb. ...	120,196,000	412,806,000	155,922,000	56,206,000
Mar. ...	154,377,000	451,279,000	178,024,000	59,101,000
Apr. ...	180,115,000	469,130,000	206,429,000	60,743,000
May ...	213,224,000	489,119,000	227,728,000	85,251,000
June ...	210,645,000	483,673,000	217,453,000	84,530,000
July ...	217,074,000	473,569,000	217,802,000	123,806,000
Aug. ...	195,002,000	440,441,000	221,716,000	143,578,000
Sept. ...	148,753,000	413,798,000	191,711,000	115,890,000
Oct. ...	95,715,000	367,374,000	146,974,000	72,008,000
Nov. ...	71,040,000	320,458,000	108,850,000	35,225,000
Dec. ...	82,008,000	384,604,000	110,824,000	35,917,000

1924.	Frozen pork	S.P. pork	D.S. pork	Lard
Jan. ...	128,783,000	432,726,000	147,487,000	49,822,000
Feb. ...	165,822,000	468,373,000	168,141,000	56,161,000
Mar. ...	190,428,000	500,658,000	168,145,000	68,557,000
Apr. ...	227,284,000	512,190,000	192,034,000	85,722,000
May ...	215,767,000	500,683,000	191,882,000	102,317,000
June ...	201,728,000	483,372,000	206,009,000	127,949,000
July ...	186,506,000	473,914,000	212,158,000	152,529,000
Aug. ...	164,461,000	443,785,000	202,002,000	150,243,000
Sept. ...	121,816,000	408,928,000	180,127,000	124,676,000
Oct. ...	77,986,000	351,485,000	135,702,000	83,198,000
Nov. ...	42,857,000	285,516,000	81,996,000	31,706,000
Dec. ...	48,656,000	300,264,000	76,090,000	35,042,000

1925.	Frozen pork	S.P. pork	D.S. pork	Lard
Jan. ...	128,585,000	396,414,000	117,982,000	60,243,000
Feb. ...	200,293,000	443,352,000	136,478,000	112,607,000
Mar. ...	232,131,000	484,349,000	150,679,000	152,485,000
Apr. ...	218,715,000	460,628,000	142,660,000	150,094,000
May ...	201,246,000	467,395,000	145,548,000	151,499,000

June ...	180,645,000	425,481,000	142,292,000	138,295,000
July ...	168,527,000	407,610,000	162,018,000	145,919,000
Aug. ...	131,935,000	373,227,000	164,374,000	145,924,000
Sept. ...	93,078,000	338,156,000	152,555,000	114,724,000
Oct. ...	54,455,000	284,592,000	128,288,000	71,338,000
Nov. ...	30,174,000	255,584,000	106,204,000	36,640,000
Dec. ...	26,965,000	260,641,000	96,965,000	33,311,000

1926.	Frozen pork	S.P. pork	D.S. pork	Lard
Jan. ...	57,960,000	294,642,000	119,617,000	42,478,000
Feb. ...	98,311,000	319,726,000	138,005,000	64,187,000
Mar. ...	120,115,000	345,861,000	144,071,000	76,145,000
Apr. ...	129,239,000	346,040,000	151,286,000	95,108,000
May ...	124,569,000	338,905,000	140,324,000	98,365,000
June ...	117,107,000	326,023,000	137,494,000	106,820,000

EUROPEAN PROVISION CABLES.

The Hamburg market remains about the same, says Trade Commissioner E. C. Squire, in his weekly cable to the U. S. Department of Commerce. The approximate receipts of lard during the week were 2,140 metric tons.

The arrivals of pigs at 20 German markets were 65,000, compared with 73,000 for the same week of last year. The top price of live hogs at Berlin for the week was 16.71 cents per pound, compared with 16.93 cents per pound for the same week of 1925.

The Rotterdam market for animal fats is firm, with stocks, demand and prices ranging as indicated in the table below.

The Liverpool market during the week was rather quiet and the inland demand poor because of disturbed conditions throughout the country.

The arrivals of pork at the Smithfield market for the week ending June 12 were 300 long tons, compared with 350 long tons for the same week of last year.

The estimated slaughter of pigs in Denmark during the week was 63,000.

Hamburg.	STOCKS DEMAND	PRICES
		Cents per lb.
Refined lard	Med. Poor	No report
Fat backs	Med. Poor	No report
Frozen livers	Med. Avg.	No report
Rotterdam.		
Ex. neutral lard	Lt. Poor	@ 20.38
Ex. oleo oil	Med. Avg.	15.20@15.47
Prime oleo oil	Lt. Avg.	14.56@14.92
Ex. oleo stock	Med. Poor	14.20@14.38
Fat backs	Med. Avg.	No report
Refined lard	Med. Avg.	No report
Ex. premier jus	Hvy. Avg.	No report
Pr. premier jus	Lt. Avg.	No report
Premier jus	Lt. Avg.	10.74@11.28
Antwerp:		
Refined lard	Lt. Avg.	No report
Picnics	Lt. Poor	No report
Fat backs	Med. Avg.	No report
Liverpool.		
Hams, AC, lt.	Lt. Avg.	29.95@30.38
Hams, AC, hvy.	Lt. Avg.	29.08@29.51
Hams, long cut.	Lt. Avg.	29.51@30.38
Prime oleo oil	Lt. Avg.	19.10@21.27
Sq. shldrs.	Lt. Avg.	21.70@22.13
Cumbs. light	Lt. Avg.	27.78@28.21
Cumbs. heavy	Lt. Avg.	27.34@27.78
Am. Wiltshires	Lt. Avg.	24.96@25.39
Cl. bellies	Med. Avg.	@ 18.00
Ref. lard in boxes ..	Med. Avg.	@ 18.00

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on June 14, 1926, with comparisons, are reported as follows by the Chicago Board of Trade:

	June 14, 1926.	May 31, 1926.	June 14, 1925.
Mess pork, bbls.	315	378	303
P. S. lard, lbs.	37,375,169	33,008,561	61,759,251
Other lard, lbs.	5,209,817	4,851,059	4,898,516
S. R. middles, lbs.	246,600	313,800	6,065,155
D. S. cl. bellies, lbs.	18,399,332	19,203,778	9,511,060
D. S. rib bellies, lbs.	3,090,901	2,453,885	6,775,624
Ex. S.C. middles, lbs.	440,839	463,148	679,928

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices irregular—Considerable liquidation—Some increase in hog movement—Spot demand less active—Situation unsettled.

The action of the future market for pork products during the past week has shown distinct irregularity of movement and rather wide fluctuations in values. From the high point made last week there has been a reaction of nearly a cent a pound in products and nearly $\frac{1}{4}$ c a pound in hogs, with the market the middle of this week showing indications of still oversold conditions in the futures and quick rallying power.

Prices Attract Attention.

The developments have not been particularly discouraging from the standpoint of holders, although the price at which products are selling is certainly attracting a lot of interest. The mid-month stocks of provisions did not show the gains which had been expected, with the stocks of lard 24,000,000 lbs. less than last year for contract and about the same as last year on other kinds. There was a decrease in clear bellies, although the totals were about doubled last year on this quality of meats.

The monthly report of the Bureau of Agricultural Economics showed a marked decrease in the stocks of all meats in storage, the decline for the month being 223,000,000 lbs., compared with last year. The total is 266,000,000 lbs. less than the five year average for June 1st. In frozen pork the stocks show a heavy decrease and also in dry salt pork and in pickled pork.

The stock of lard is 32,000,000 lbs. under last year and 25,000,000 lbs. under the five year average. Production of lard for the month of May was a little larger than last year, but distinctly under the five year average.

Much Butter in Storage.

A factor which has attracted a little attention in connection with the lard market and the oil market is the heavy stock of butter in cold storage June 1st, the total being 30,711,000 lbs. compared with 13,036,000 lbs. last year and a five year average of 16,076,000 lbs. There is also an increase of about 10,000,000 lbs. in the stocks of American cheese, with the total 39,348,000 lbs.

The May movement of livestock showed an increase of 157,458 in the receipts of calves and cattle but a decrease of 245,789 in the receipts of hogs. The local slaughterer at 64 markets gained 70,752 in calves and cattle compared with last year and 104,636 compared with the five year average for May. In hogs the May slaughter decreased 58,875 compared to last year and decreased 643,809 compared with the ten year average.

The comparative figures as issued by the Bureau of Agricultural Economics follow:

Cattle and Calves.

	Receipts.	Local slaughter.
Total	1,804,047	1,193,943
Increase or decrease*	+157,458	+70,752
Per cent	+9.01	+6.3
May average, 5 yrs., 1921-1925 ..	1,789,489	1,089,307
Increase or decrease	+104,558	+104,636
Per cent	+5.8	+9.6
Calves.		
Total	616,582	436,883
Increase or decrease*	+19,146	-19,708
Per cent	+3.2	-4.3
May average, 5 yrs., 1921-1925 ..	592,650	423,293
Increase or decrease	+23,932	+13,590
Per cent	+4.0	+3.2
Hogs.		
Total	3,037,308	1,872,080
Increase or decrease*	-245,789	-58,875
Per cent	-8.1	-3.0
May average, 5 yrs., 1921-1925 ..	3,838,584	2,515,808
Increase or decrease	-801,276	-643,809
Per cent	-20.9	-25.6

Sheep and Lambs.

	Receipts.	Local slaughter.
Total	1,717,271	884,719
Increase or decrease*	+19,146	+54,208
Per cent	+1.1	+6.6
May average, 5 yrs., 1921-1925 ..	1,687,002	861,706
Increase or decrease	+30,269	+23,013
Per cent	+1.8	+2.7

*Compared with May, 1925.

The general position of the market is attracting very close study. Hogs at the high point were about $14\frac{1}{2}$ c or more than double the price of corn based on the ten bushels to 100 pounds of hog theory. Yet with the enormous feeding profit apparently in the feeding of hogs

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending June 12, 1926, with comparisons, are reported as follows by the U. S. Department of Commerce:

Hams and Shoulders, Including Wiltshires.

	Week ending—	July 1, 1925*	to
	June 12, 1926.	June 13, 1926.	June 12, 1926.
	M lbs.	M lbs.	M lbs.
Total	1,525	3,781	1,905
To Belgium	135	135	3,919
United Kingdom	1,290	3,150	1,721
Other Europe	112	16	2,378
Cuba	146	238	165
Other countries	89	112	19

Bacon, Including Cumberlands.

	Week ending—	July 1, 1925*	to
	June 12, 1926.	June 13, 1926.	June 12, 1926.
	M lbs.	M lbs.	M lbs.
Total	3,781	3,733	3,879
To Germany	390	225	1,714
United Kingdom	3,290	2,689	1,760
Other Europe	112	751	371
Cuba	146	238	165
Other countries	89	112	19

Lard.

	Week ending—	July 1, 1925*	to
	June 12, 1926.	June 13, 1926.	June 12, 1926.
	M lbs.	M lbs.	M lbs.
Total	9,553	10,762	11,189
To Germany	2,952	2,033	5,207
Netherlands	50	813	1,623
United Kingdom	4,582	4,301	2,136
Other Europe	65	1,498	333
Cuba	1,559	999	1,536
Other countries	338	1,028	354

Pickled Pork.

	Week ending—	July 1, 1925*	to
	June 12, 1926.	June 13, 1926.	June 12, 1926.
	M lbs.	M lbs.	M lbs.
Total	345	309	144
To U. Kingdom	22	82	22
Other Europe	44	28	2,790
Canada	285	107	7,605
Other countries	38	76	94

TOTAL EXPORTS BY PORTS.

	Hams and shoulders.	Pickled pork.
	M lbs.	M lbs.
Total	1,525	3,781
Boston	27	78
Detroit	356	441
Port Huron	928	683
Key West	80	10
New Orleans	39	2,569
Philadelphia	38	70

DESTINATION OF EXPORTS.

	Exported to	Hams and shoulders.	Bacon.
		M lbs.	M lbs.
United Kingdom (total)	1,290	1,290	1,803
Liverpool	584	584	459
London	75	75	3
Manchester	58	58	265
Glasgow	265	265	489
Other United Kingdom	308	308	
Exported to			
Germany (total)	2,952	2,952	160
Hamburg	2,756	2,756	
Other Germany	196	196	

*Corrected to April 30.

this year compared with the price of corn there has not been the accumulation in the hog supply anticipated.

Report Heavy Pig Losses.

There have been some reports indicating that the losses this spring in the number of pigs saved per litter have been quite excessive so that the total supply is possibly not much more than last year notwithstanding the larger number of sows which farrowed. The coming government report at the end of the month is being looked for with a very great deal of interest as giving a possible authoritative indication of the possible supplies next winter.

The stocks of products of all kinds have not decreased as slowly as expected with the higher prices showing that domestic consumption is keeping up notwithstanding the falling off in the export movement. With the very heavy decrease in the production of meats on account of the smaller hog movement, people have been forced to eat other food stuffs and it may be possible when the meat supply becomes more plentiful it will be difficult to get the public diet back onto meats in the proportion of previous years.

For the time being the situation is one where corn prices and feeding costs are low and the weather conditions recently have been distinctly favorable for the new feed crops notwithstanding a rather backward start. This is giving expectation that probably moderate feeding cost will continue, provided the hog supply is not greatly increased the coming year.

PORK—The market was moderately active and firm with mess New York \$42.75; family, \$45@47; and fat backs \$36@39. At Chicago mess pork quotable at \$39.50.

LARD—Demand was fair and the market rather firm with prime western \$17.20 @ \$17.30; middle western, \$17.05@17.15; City, 16 $\frac{1}{2}$ c; refined continent, 17 $\frac{3}{4}$ c; South America, 18 $\frac{1}{2}$ c; Brazil kegs, 19 $\frac{1}{2}$ c; compound, 17@17 $\frac{1}{4}$ c.

At Chicago regular lard in round lots quoted at 5 under July, loose lard 70c under July, and leaf lard 75c under July.

BEEF—Demand was quiet but the market firm with mess New York quoted at \$18@20; packet, \$18@20; family, \$22@24; extra India mess, \$35@40; No. 1 canned corn beef, \$3.00. No. 2, 8 $\frac{1}{4}$; 6 lbs., 18.50; and pickled tongues \$55@60, nominal.

SEE PAGE 39 FOR LATER MARKETS.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

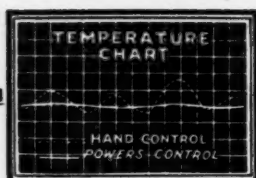
Liverpool, June 18, 1926.

General provision market dull and quiet. Demand less active for A. C. hams, clear bellies and square shoulders. Fairly good demand continues for pure lard.

Demand for pork products from other points unsatisfactory but market slowly recovering from results of recent labor disturbances.

Consignments of boxed meats from the United States extremely light. Spot prices fairly steady.

Today's prices are as follows: Shoulders, square, 102s; picnics, 94s; hams, long cut, 137s; American cut, 135s; bacon, Cumberland cut, 125s; short backs, 121s; bellies, clear, 115s; Wiltshires, none; Canadian, 93s; spot lard, 84s.



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LIVESTOCK KILL BY CLASSES.

The classification of livestock slaughtered in the United States in March, 1926, with comparisons, is announced as follows by the U. S. Department of Agriculture.

These figures are based on reports from about 750 packers and slaughterers, whose kill equaled nearly 85 per cent of the total number of animals slaughtered under Federal inspection.

	Cattle			Swine			Sheep and Lambs		
	Steers	Cows and heifers	Bulls and stags	Hogs	Sows	Stags and boars	Yearlings and ewes	Sheep	
1925.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	
January	45.44	52.01	2.55	47.48	51.81	0.41	87.31	12.69	
February	47.37	49.71	2.92	50.76	48.79	.45	89.70	10.30	
March	48.23	48.86	2.91	51.15	48.11	.74	91.28	8.72	
April	55.03	39.87	5.10	48.66	50.29	1.05	91.76	8.24	
May	56.79	39.49	3.72	47.82	51.34	.84	88.15	11.85	
June	52.27	43.83	3.90	44.53	54.71	.76	91.92	8.08	
July	50.38	45.97	3.65	38.98	60.31	.71	92.09	7.31	
August	43.37	53.24	3.39	38.31	60.92	.77	88.65	11.35	
September	43.63	53.07	3.30	38.40	61.00	.60	91.19	8.81	
October	36.13	60.75	3.12	41.37	58.02	.61	88.59	11.41	
November	33.90	62.95	3.15	48.43	51.05	.52	90.63	9.37	
December	38.87	58.14	2.99	51.07	48.48	.45	85.02	14.08	
Avg.	45.31	51.31	3.38	46.65	52.73	.62	89.70	10.30	
1926.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	
January	41.92	54.83	3.25	54.32	45.29	.39	88.36	11.64	
February	45.91	51.00	3.09	54.24	45.27	.49	93.47	6.53	
March	47.77	49.17	3.06	52.32	47.14	.54	95.23	4.77	

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New York Office:

New York Produce Exchange

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for March, 1926, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

CATTLE, CALVES, BEEF AND VEAL.							
	3-year-average ¹ , 1923.	March 1926.	1925.	3-year-average ¹ , 1925.	January-March 1926.	1926.	
Inspected slaughter:							
Cattle	696,308	736,313	785,545	2,153,679	2,247,919	2,299,340	
Calves	493,593	496,092	493,675	1,116,612	1,238,615	1,251,509	
Carcasses condemned:							
Cattle	7,107	7,885	11,733	20,925	23,246	28,785	
Calves	1,543	1,397	1,826	3,942	3,459	3,935	
Average live weight:							
Cattle, lbs.	970.30	970.57	972.83	972.03	974.12	970.37	
Calves, lbs.	152.44	156.41	158.04	163.67	167.20	166.74	
Average dressed weight:							
Cattle, lbs.	528.09	525.09	526.66	525.50	524.30	520.50	
Calves, lbs.	91.14	93.07	92.07	96.05	97.07	98.41	
Total dressed weight (carcass, not including condemned):							
Beef, lbs.	363,685,450	382,490,259	407,535,828	1,119,962,434	1,165,751,548	1,181,331,191	
Veal, lbs.	36,710,380	43,249,164	42,522,437	106,817,767	119,611,881	122,466,351	
Storage:							
Beginning of month—							
Fresh beef, lbs.	84,557,000	101,599,000	51,498,000	91,551,000	109,193,000	55,984,000	
Cured beef, lbs.	25,812,000	29,210,000	26,192,000	25,524,000	28,966,000	25,390,000	
End of month—							
Fresh beef, lbs.	73,684,000	87,684,000	43,528,000	84,012,000	109,384,000	50,244,000	
Cured beef, lbs.	26,348,000	28,634,000	27,253,000	25,870,000	28,800,000	26,063,000	
Exports:							
Fresh beef and veal, lbs.	293,095	338,777	196,959	1,005,622	1,104,650	680,041	
Cured beef, lbs.	2,069,067	2,264,690	1,442,753	5,069,071	5,325,880	4,304,000	
Canned beef, lbs.	162,134	257,585	273,539	549,537	552,825	776,922	
Oléo oil and stearin, lbs.	11,461,057	14,119,016	11,217,015	26,744,012	27,231,320	24,296,934	
Tallow, lbs.	2,235,238	2,086,973	555,796	5,283,106	4,204,845	1,713,065	
Imports: Fresh beef and veal, lbs.	1,217,365	753,272	1,142,831	2,759,194	1,898,111	4,212,943	
Receipts, cattle and calves ²	1,639,615	1,860,405	1,811,262	4,988,411	5,258,797	5,201,900	
Stock and feeder shipments ²	201,142	230,336	184,395	629,898	613,007	581,134	
Cattle on farms Jan. 1.		62,150,000	59,829,000				

Prices per 100 pounds:							
Cattle, average cost for slaughter.	\$ 7.33	7.67	7.67	6.91	7.02	7.41	
Calves, average cost for slaughter.	\$ 9.10	9.64	10.60	8.97	9.18	10.27	
At Chicago—							
Cattle, good steers	\$10.41	10.90	10.32	10.49	11.02	10.42	
Veal calves	\$ 9.64	10.35	12.03	10.04	10.36	12.22	
At eastern markets—							
Beef carcasses, good grade	\$15.01	15.57	15.30	14.81	14.76	15.35	
Veal carcasses, good grade	\$17.00	17.81	20.44	18.25	18.62	21.01	

HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter, hogs	4,224,502	3,299,344	3,562,243	14,460,401	13,724,902	11,414,039	
Carcasses condemned	16,997	13,766	12,975	55,440	49,356	38,365	
Average live weight, lbs.	223.25	219.28	239.08	221.15	215.09	235.56	
Average dressed weight, lbs.	171.07	166.72	183.10	169.54	163.18	178.46	
Total dressed weight (carcass, not including condemned), lbs.	722,145,509	547,771,564	649,870,970	2,438,373,770	2,221,974,642	2,057,708,447	
Lard, per 100 pounds live weight, lbs.	17.09	15.75	17.45	16.72	15.89	16.66	
Storage:							
Beginning of month—							
Fresh pork, lbs.	194,885,000	231,234,000	120,115,000	155,345,000	187,000,000	92,129,000	
Cured pork, lbs.	647,489,000	634,121,000	489,732,000	591,596,000	576,837,000	453,907,000	
Lard, lbs.	93,213,000	151,927,000	76,145,000	75,548,000	108,560,000	60,937,000	
End of month—							
Fresh pork, lbs.	211,636,000	218,508,000	129,259,000	189,394,000	216,678,000	115,895,000	
Cured pork, lbs.	663,911,000	611,049,000	497,335,000	635,462,000	608,333,000	481,599,000	
Lard, lbs.	109,882,000	159,182,000	93,108,000	89,477,000	138,239,000	77,813,000	
Exports:							
Fresh pork, lbs.	2,621,364	2,091,893	1,291,973	11,854,347	9,017,177	6,058,689	
Cured pork, lbs.	65,277,295	56,611,388	36,454,761	205,845,207	165,793,539	126,010,927	
Canned pork, lbs.	332,451	469,285	743,917	830,127	1,267,050	1,820,124	
Sausage, lbs.	1,228,950	1,304,001	808,581	3,256,108	3,759,140	2,550,635	
Lard, lbs.	93,115,461	64,250,355	65,988,543	287,536,908	206,271,854	211,383,102	
Imports: Fresh pork, lbs.	320,366	670,888	470,261	729,493	1,539,627	1,125,222	
Receipts of hogs ²	4,429,439	3,527,586	3,579,469	15,112,186	14,190,495	11,255,140	
Stock and feeder shipments ²	57,415	51,992	56,184	157,298	124,703	179,396	
Hogs on farms January 1.		55,769,000	51,225,000				

Prices per 100 pounds:							
Average cost for slaughter	\$ 9.57	13.34	12.32	8.94	11.46	12.28	
At Chicago—							
Live hogs, medium weight	\$ 9.80	13.08	12.46	9.06	11.68	12.88	
At eastern markets—							
Fresh pork loins, 10-15 lbs.	\$17.50	24.12	23.74	16.06	19.58	23.01	
Shoulders, skinned	\$13.24	17.28	19.50	12.70	15.11	18.76	
Picnics, 6-8 lbs.	\$11.29	15.12	17.61	11.15	13.47	17.19	
Butts, Boston style	\$15.93	20.81	22.75	15.24	18.38	22.38	
Bacon, breakfast	\$23.42	26.56	28.87	23.28	24.35	29.19	
Hams, smoked, 10-12 lbs.	\$22.17	25.75	29.03	21.17	22.32	27.80	
Lard, tierces	\$14.27	18.03	15.95	14.29	17.58	16.17	

SHEEP, LAMB AND MUTTON.

Inspected slaughter, sheep and lambs	882,693	994,254	1,162,503	2,842,581	2,820,153	3,189,504	
Carcasses condemned	1,126	1,173	1,262	3,304	3,129	3,834	
Average live weight, lbs.	86.30	87.79	87.17	86.41	87.07	87.06	
Total dressed weight (carcass, not including condemned), lbs.	40,51	41,27	41,00	40,54	40,75	41,21	
Storage, fresh lamb and mutton:							
Beginning of month, lbs.	3,408,000	2,264,000	3,346,000	3,423,000	2,526,000	2,507,000	
End of month, lbs.	3,481,000	2,060,000	3,269,000	3,477,000	2,240,000	2,996,000	
Exports, fresh lamb and mutton ² , lbs.	102,034	134,629	88,213	374,035	264,473	134,394	
Imports, fresh lamb and mutton, lbs.	721,682	69,221	46,017	1,263,103	206,619	578,733	
Receipts of sheep, lbs.	1,433,604	1,504,241	1,094,537	4,422,310	4,328,728	4,728,638	
Stock and feeder shipments ²	97,190	33,069	85,300	381,326	351,019	327,637	
Sheep on farms January 1.		39,390,000	40,748,000				
Prices per 100 pounds:							
Average cost for slaughter	\$14.32	15.34	12.46	13.04	15.83	13.08	
At Chicago—							
Lambs, 84 lbs. down, medium-prime	\$15.21	16.04	13.32	15.04	16.70	13.88	
Sheep, medium-choice	\$ 9.28	9.70	8.82	8.08	9.55	9.24	
At eastern markets—							
Lamb carcasses, good grade	\$25.26	25.63	22.67	24.84	26.61	24.76	
Mutton, good grade	\$17.01	17.24	15.94	16.14	16.28	16.08	

¹ 1923, 1924, and 1925.
² Average, not total.

³ Including receipts.
⁴ Public stockyards.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market for tallow the past week has been rather quiet but steady with no particular demand in evidence. But on the whole the edge appears to be off the market. Some outside stuff equal to city extra was reported sold at 9½c delivered, equal to 9c f.o.b. plant to soap-makers.

And while in most quarters it was said that this did not make the market, nevertheless it was looked upon as indicating a weakening amongst producers who have been holding firmly of late. Sentiment on the whole was a little more mixed.

At New York special quoted at 8½c; extra 9¼c asked; edible, 11¼@11½c.

At Chicago the market was rather quiet and steady with prime packer quoted at 9¾c; fancy, 10c and edible 11@11½c.

At the London auction on Wednesday, June 16th, 871 casks were offered and 174 sold at prices unchanged to 6d higher, with mutton quoted at 44s 6d; beef at 44s@45s 6d and good mixed at 42s 6d@44s. At Liverpool Australian tallow was firm with fine quoted at 45s and good mixed at 44s 3d.

STEARINE—A very firm position was noted in this market the past week. Prices advanced about 1½c a pound with sales New York at 15c followed by sales at 15½ and 16c. The market was firm at the latter figure and offerings limited.

At Chicago the market was also firmer with sales reported at 15½c.

OLEO OIL—The market has been rather quiet but steady with offerings limited, with extra New York quoted at 14½@14¾c; medium, 14½c and lower grades 13½c nominal.

At Chicago extra oleo was quoted at 14c.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL—The market continued in a firm position with the strength in raw materials, but demand appears to be limited to immediate requirements. At New York edible quoted at 19c; extra winter, 15½c; extra, 14¾c; extra No. 1, 12½c; No. 1, 12¼c; No. 2, 12c.

NEATSFOOT OIL—Demand has been quite good, and the market has held very steady with pure New York quoted at 16¼c; extra, 12½c; No. 1, 12¼c and cold test at 19¼c.

GREASES—While the demand has been more or less routine and not at all active, the market has been very steady, due in part to scarcity of offerings and limited available supplies. Conditions in competitive articles appear to be a shade easier than of late, and this made for a holding off attitude on the part of grease consumers.

At New York yellow and choice house quoted at 8½@8¾c; A white, 8¾@9c; B white, 8½@8¾c; choice white, 12½c.

At Chicago a good demand for choice white grease for domestic shipment as well as a better demand for low grade greases was reported. The undertone is steady with brown quoted 7¼@8c; yellow, 8¼@8½c; B white, 9¼@9¾c; A white, 10c and choice white all hog at 11½@12c.

LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1 to June 16, 16,935,730 lbs.; tallow, none; greases, 2,822,800 lbs.; stearine, none.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, June 1 to June 16, none.

Packinghouse By-Products

Blood.

Chicago, June 17, 1926.

All price changes tended upward with sellers anticipating \$4.50 for high-grade ground and \$4.35 for unground, both products being steam dried. Direct heat-dried blood demands less money.

	Unit ammonia.
Ground.....	\$4.25@4.35
Crushed and unground.....	4.00@4.15

Digester Hog Tankage Materials.

Special productions both ground and unground are held at \$4.75 with rank and file of offerings going at \$3.75@4.50, according to quality and analysis.

	Unit ammonia.
Ground, 7 to 12% ammonia.....	\$4.15@4.50
Unground, 11 to 13% ammonia.....	4.35@4.50
Unground, 6 to 10% ammonia.....	4.00@4.25
Liquid stick, 8 to 12% ammonia.....	3.00@3.25

Fertilizer Materials.

Market at the halting stage with sellers optimistic and buyers endeavoring to depress prices.

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$ 3.25@ 3.40
Lower grade, ground, 6-9% ammonia.....	3.00@ 3.15
Medium to high grade, unground.....	3.00@ 3.25
Lower grade and renderers', unground.....	2.85@ 3.00
Bone tankage, unground.....	3.00@ 3.25
Hoof Meal.....	3.75@ 4.00
Grinding hoofs, per ton.....	4.00@ 4.25

Bone Meals.

Nice, white material, in good demand at higher prices, with darker productions in slow sale.

	Per Ton.
Raw bone meal.....	\$35.00@45.00
Steam, ground.....	33.00@40.00
Steam, unground.....	26.00@35.00

Cracklings

Prices continue on a firm basis at recent sharp advances, demand good and offerings scarce.

	Per Ton.
Pork, according to grease and quality.....	\$80.00@85.00
Beef, according to grease and quality.....	47.00@75.00

Horns, Bones and Hoofs.

Outlet more narrow although offerings were very scarce.

	Per Ton.
Horns.....	\$75.00@200.00
Round shin bones.....	45.00@ 48.00
Flat shin bones.....	42.00@ 45.00
Thigh, blade and buttock bones.....	40.00@ 45.00
Hoofs.....	40.00@40.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Very little trading, owing to sellers and buyers being around \$2.00@3.00 per ton apart in their views.

	Per Ton.
Kip and calf stock.....	\$31.00@36.00
Rejected manufacturing bones.....	40.00@42.00
Horn piths.....	35.00@36.00
Cattle jaws, skulls and knuckles.....	35.00@36.00
Sinews, pizzles and hide trimmings.....	23.00@25.00

Animal Hair.

With sellers asking 2c@3c per pound more than buyers were willing to pay, this resulted in trading being at a standstill.

	Per Pound.
Coll and field dried.....	3 @ 5½
Processed.....	7 @ 11
Dyed.....	8½@12
Cattle switches (115 for 100), each.....	4 @ 5½

Pig Skin Strips.

In spite of continued light receipts of hogs trend of the market was downward.

	Per Pound.
Tanner grades.....	n @ 7
Edible grades, unassorted.....	4½@ 7

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, June 16, 1926.

Only a small amount of ground tankage is now being offered as the plants are pretty well sold up and the present asking price is about \$3.60 & 10c f.o.b. New York.

Unground tankage is a little higher in price, although the demand is quite light at the present time.

Last sales of ground dried blood were made here at \$3.40 with none offering at present. Offerings of South American tankage and blood are limited, and present prices, which are about \$4.10 for blood and \$4.25 & 10c for tankage, are too high to interest Atlantic coast buyers.

Foreign bone meal is in good demand and slightly higher prices are prevailing.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending June 12, 1926, with comparisons:

	Week ending June 12.	Prev. week.	Cor. 1925.
Western dressed meats:			
Steers, carcasses.....	3,074	2,746	2,324
Cows, carcasses.....	1,486	1,465	1,155
Bulls, carcasses.....	32	44	45
Veals, carcasses.....	1,900	1,900	1,790
Lambs, carcasses.....	9,028	8,252	11,021
Mutton, carcasses.....	1,854	1,864	485
Pork, lbs.....	330,620	281,437	530,878
Local slaughters:			
Cattle.....	1,580	1,674	1,203
Calves.....	2,031	1,812	2,749
Hogs.....	20,132	15,880	16,535
Sheep.....	6,717	4,327	7,160

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending June 12, 1926, with comparisons:

	Week ending June 12.	Prev. week.	Cor. 1925.
Western dressed meats:			
Steers, carcasses.....	2,894	2,914	2,751
Cows, carcasses.....	851	650	485
Bulls, carcasses.....	162	327	187
Veals, carcasses.....	2,064	2,431	2,571
Lambs, carcasses.....	8,406	7,193	6,950
Mutton, carcasses.....	2,290	2,530	2,762
Pork, lbs.....	391,611	299,869	278,376
Local slaughters:			
Cattle.....	2,268	2,280	2,217
Calves.....	3,581	3,522	2,000
Hogs.....	4,837	14,773	12,500
Sheep.....	17,129	5,156	4,107

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending June 12, 1926, amounted to 3,565 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount, 3,548 metric tons went to England.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed



"Newmanize" your Tank House

It means a big saving



To purchase a guaranteed, strong, power-saving, Tankage, Glue and Fertilizer Grinder at

\$300.00 to \$495.00

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seems almost unbelievable, but it is a fact.

Large-scale production plus standardization enables us to quote this price. It's a real good "buy" and guaranteed to give satisfaction at the lowest operating cost.

Write Today

Newman Grinder & Pulverizer Co.

214-216 S. Wichita St., Wichita, Kansas

The Cincinnati Butchers' Supply Co., Distributors
Chicago, Ill.

DEFENDS MARGARINE AS FOOD.

Another mis-statement about margarine was combatted in a vigorous manner recently by Dr. J. S. Abbott, secretary of the Institute of Margarine Manufacturers.

In a letter to the Extension Service of the State College of Washington, Dr. Abbott refutes a statement credited to the college to the effect that "the substitution of oleomargarine or any vegetable fat for butter has never met with the approval of those who understand nutrition problems."

Dr. Abbott's letter is as follows:
The Extension Service,
State College of Washington,
Pullman, Wash.
Gentlemen:

In the Prescott, Wash., "Spectator" of April 30, 1926, under the heading "Use Dairy Products," you are accredited with the following paragraph:

"The substitution of oleomargarine or any vegetable fat for butter has never met the approval of those who understand nutrition problems. From the standpoint of the health and vigor of the race there should be no question of the harm of substitution in a commodity which is so universally a part of the daily diet as butter is."

Margarine and Butter Both Good.

Your first statement and the implication contained in your second statement that

the health and vigor of the race would be impaired by the substitution of oleomargarine for butter are untrue and without the slightest foundation in fact. Butter and margarine are both wholesome and nutritious articles of food.

The following paragraphs of Dr. E. V. McCollum of Johns Hopkins University, and Martha S. Pittman of the Kansas State Agricultural College, on this subject, are sufficient to warrant this statement:

"Although, as we have said, butter is one of the best sources of this vitamin (A), it is not essential to use butter to secure it. Milk is a rich source of vitamin A, and if each person will consume about a quart of milk a day in some form and eat leafy vegetables and uncooked salads he will suffer no ill effects from leaving butter entirely out of his diet.

"In fact, the home-maker who is obliged to practice economy in her food purchases will do better to spend her money on milk and green vegetables than on butter. Nothing can take the place of the first two foods, but a good butter substitute can safely replace butter if circumstances demand."—E. V. McCollum and Nina Simmonds.

Cleaner Than Much Butter.

"In our foods department we teach that oleomargarine is a good, clean, wholesome food—probably cleaner than much butter. We regard it as the equivalent

of butter in energy value, but somewhat lower in content of vitamin A. Coefficients of digestibility are nearly the same for the two fats.

"Oleomargarine has the advantage in cost, but most people prefer the flavor of good butter if they can afford it.

"We feel that with limited incomes it is much wiser to use freely of milk and fruit and vegetables and substitute oleomargarine for butter than it is to buy butter at the expense of the other items."—Martha S. Pittman.

Schools and colleges stand for truth. It would appear to be beneath the dignity of such institutions to attempt to prejudice the public against the use of a clean, wholesome and nutritious article of food, the sale of which is legalized by every governmental agency in this country with authority to legislate upon such matters.

Margarine is made of common articles of food that are eaten in one form or another every day; such as beef fat, pork fat, peanut oil, cotton seed oil, coconut oil, milk, and salt. It is so well known that these articles of food are wholesome that it is unnecessary to discuss this subject.

An Unfair Attack.

It is very significant that those who are continuously giving out pronouncements to the effect that "the health and vigor of the race" is in great danger of being impaired by the use of two hundred million pounds of margarine per annum in this country never issue any similar warning against the consumption of three thousand million pounds of similar fats consumed in the form of lard, lard compounds, and shortening agents, beef, pork, peanut butter and salad oils.

If the consumption of our margarine production were injurious to our people, the consumption of these other fats would be fifteen times as injurious.

Again I say, it is very significant that those who are so greatly concerned for the health and vigor of our race in connection with the consumption of margarine never have one word to say against the consumption of fifteen times the quantity of similar articles of food which form a part of our daily dietaries.

Very truly yours,

(Signed) J. S. ABBOTT,

Secretary, Institute of Margarine Manufacturers.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 15, 1926.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @ 3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16 @ 4.56 per cwt.; 58 per cent carbonate of soda, \$2.04 @ 2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9 3/4c lb.; olive oil foots, 9c lb.; East India Cochin coconut oil, 16c lb.; Cochin grade coconut oil, domestic, 12 3/4c lb.; Ceylon grade coconut oil, 12c lb.

Prime summer yellow cottonseed oil, 17 @ 17 3/4c lb.; prime winter salad oil, 17 1/2c lb.; raw linseed oil, 11.4 @ 11.7c lb.

Extra tallow f.o.b. seller's plant, 9 1/4c lb.; dynamite glycerine, nominal, 25 1/2 @ 26c lb.; chemically pure glycerine, nominal, 27 @ 28c lb.; saponified glycerine, nominal, 19 1/4c lb.; crude soap glycerine, nominal, 17 1/2 @ 17 3/4c lb.; prime packers grease, nominal, 9c lb.

THE BLANTON COMPANY

St. Louis, U. S. A.
Manufacturers of

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Moderate—Liquidation Brings Reaction—Sentiment Mixed—Underlying Conditions Unchanged—Cash Demand Moderate—Deliveries Large Against Orders—Evening up for Government Report.

A moderate trade featured cotton oil futures on the New York Produce Exchange the last week. Prices covered a rather wide range and after selling off 60 to 80 points from the season's highs, became somewhat steadier, although nervous and easily influenced either way.

The setback in the market did not represent any change in the supply and demand situation worthy of mention, but was more or less the natural result of a letup in buying power, together with a disposition to even up for the Government report due late this week as well as the fact the demand for cash oil and compound had subsided somewhat. The supply outlook, however, remained as strong as at any time during the upturn.

Demand for Oil Uncertain.

The demand for oil and its products the balance of the season may prove large or small week in and week out, but there is one thing that is certain and that is that the supplies will steadily decrease until the new crop moves freely.

Under such conditions the question arises as to what is the price level to discount such a situation. Above the 16c level it was natural for consumers to hesitate, but it is questionable whether or not the price was responsible for the letup in demand, or whether the consumer was content to take out purchases previously made, and operate in a hand-to-mouth way as far as new purchases were concerned, until his supply has been reduced to the point where it must be replenished, price notwithstanding.

From all indications the latter condition has been on to some extent. Leading refiners report deliveries against old orders as large as if not larger than a month ago. This is leading to predictions of large June consumption. But the

trade is inclined to let June take care of itself, and is more anxious to get the May reports on consumption and the visible supply of cottonoil as of June 1st.

Watch Available Supply Closely.

The available stocks for the balance of the season and carryover will be the most important feature of the report. And whatever the figure may prove to be, it is well to bear in mind that the remaining stocks must prove sufficient for the months of June, July, August and September, to say nothing about the early part of October.

It is very unreasonable to anticipate that the statistics will be of a depressing character. The supply at the beginning of May indicated that no matter how small the May consumption was, the

quantity remaining on June 1st would be comparatively small and at least not burdensome.

If the May consumption should run around 300,000 bbls. it was felt that the statistics would be sensationally bullish. Ideas on May consumption have been running from 260,000 to 300,000 bbls. compared with the revised Government report for last May of around 240,000 bbls.

Commission house trade as well as professional operators have been on both sides the past week, leading to the conclusion that considerable evening up has been under way. In fact trade has been so mixed as to be without any particular significance. The bulk of the operations are of a speculative character and the reaction has materially improved the technical position of the market.

Market Likely to Fluctuate Widely.

Without a balance wheel however in the way of a stock the market is very sensitive to moderate sized orders either way, and consequently erratic fluctuations are to be expected until new oil is available.

There has been quite a little trading in new crop crude in Texas, and it appears as though some of the purchases are being hedged in the October delivery. October, November, December crude sold at 10c Dallas this week, a level which would command 12c or more for December oil in the New York market. Such a price for crude and new crop futures is unquestionably a high level for the early part of the new crop year, but the fact that buyers are in evidence for crude at that figure indicates that some in the trade are satisfied that the carryover of old oil is going to be insufficient and that new oil will be in demand as rapidly as it moves.

There is hardly any other conclusion to be drawn under the conditions prevailing, but there are a great many who are cautious and point to the old adage of "Bull-ing the tail end of a short crop." The future market may, it is true, feel the weight of pressure of new crop conditions and incidentally some of the selling the past week has been based on more favorable weather in the south, resulting in improved cotton prospects.

High Prices May Reduce Consumption.

However, with lard stocks comparatively small and oil supplies much under this time last year, with serious doubts as to some of the large estimates on foreign oil

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 17, 1926.—May cottonseed oil consumption was so much lower than estimated by the trade in general that some believe some error was made in reporting it. A decline of around ½ to 1c per lb. should fairly discount the bearish effect, as spot crude and refined oil are extremely scarce. The visible total on June 1 was about 100,000 bbls. less than the total number of barrels consumed during last June, July and August combined, hence traders feel that the situation will continue tight.

New crop has been sold by cotton houses on good weather news. But since today's drastic declines, many brokers here recommended purchases of September and October New Orleans on a scale-down, as these positions appear sure to be tight and strong on account of the small carryover when September arrives. Trading broadening in New Orleans new crop contracts.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 17, 1926.—Crude cottonseed oil has been dull this week with mills offering at 14c, buyers' views being much less. The consumption report on cottonseed oil was very disappointing. A few lots of crude sold at 13¼c, after the report. Prime cottonseed meal, \$32.00; loose hulls, \$6.50 Memphis.

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

New Orleans — the Logical Market for Refined Cottonseed Oil

In testimony given before a Committee of the United States Senate the rules of the New Orleans contract market were pointed to as a model for others to follow. This market was established for the benefit of the cotton oil trade, less than a year ago, but it is now functioning as well or better than was to be expected. It is broadening rapidly and furnishes an ideal facility for consumers, refiners, crude oil producers and others who may find it useful.

The contract is for 30,000 pounds of refined oil in bulk, and an indemnity bond guarantees weight and grade, at the time of delivery.

Write the Trade Extension Committee, Room 511 Cotton Exchange Building, for information, rules, etc.

NEW ORLEANS COTTON EXCHANGE New Orleans, La.

bought to come here, a condition in edible greases is disclosed that would appear to demand liberal price levels to discount and in fact might result in price levels being established that will be sufficiently high to reduce consumption of cottonoil considerably.

COTTONSEED OIL—Market transactions:

Friday, June 11, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1590	a
June				1590	a
July	1700	1615	1595	1595	a
Aug.				1570	a
Sept.	5200	1515	1495	1495	a
Oct.	7900	1358	1335	1345	a
Nov.	1100	1200	1190	1180	a
Dec.	1100	1155	1147	1147	a
Jan.				1135	a

Total Sales, including switches, 17,000 bbls. P. Crude S. E. Nom'l.

THE EDWARD FLASH CO. 29 BROADWAY NEW YORK CITY

BROKERS EXCLUSIVELY VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil COTTON OIL FUTURES

On the New York Produce Exchange

Saturday, June 12, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1590	a
June	300	1590	1590	1590	a
July	1700	1610	1583	1610	a
Aug.				1590	a
Sept.	2500	1505	1480	1505	a
Oct.	5100	1357	1335	1354	a
Nov.	700	1202	1190	1202	a
Dec.				1158	a
Jan.				1148	a

Total Sales, including switches, 10,300 bbls. P. Crude S. E. Nom'l.

Monday, June 14, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1590	a
June				1590	a
July	100	1590	1590	1585	a
Aug.				1570	a
Sept.	4300	1500	1481	1485	a
Oct.	3700	1352	1328	1330	a
Nov.	500	1202	1198	1174	a
Dec.				1140	a
Jan.	100	1151	1151	1130	a

Total Sales, including switches, 8,700 bbls. P. Crude S. E. Nom'l.

Tuesday, June 15, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1590	a
June				1590	a
July				1590	a
Aug.				1575	a
Sept.	4500	1498	1475	1493	a
Oct.	6700	1341	1328	1339	a
Nov.	400	1195	1190	1190	a
Dec.	800	1159	1157	1157	a
Jan.	100	1147	1147	1147	a

Total Sales, including switches, 12,500 bbls. P. Crude S. E. Nom'l.

Wednesday, June 16, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1600	a
June				1590	a
July				1595	a
Aug.				1580	a
Sept.	2900	1504	1495	1495	a
Oct.	2400	1349	1338	1338	a
Nov.	200	1191	1191	1186	a
Dec.	1400	1165	1156	1158	a
Jan.	500	1150	1150	1143	a

Total Sales, including switches, 7,400 bbls. P. Crude S. E. Nom'l.

Thursday, June 17, 1926.

	Sales.	High.	Low.	Bid.	Asked.
	—Range—		—Closing—		
Spot				1550	a
June				1550	a
July	1590	1555	1555	a	
Aug.	1525	1520	1520	a	37
Sept.	1475	1430	1437	a	40
Oct.	1349	1290	1290	a	
Nov.	1190	1140	1148	a	
Dec.	1160	1100	1115	a	
Jan.	1105	1105	1105	a	

SEE PAGE 39 FOR LATER MARKETS.

COCOANUT OIL—An inactive demand continued to feature the market this week. And with somewhat freer offerings, prices were easier with buying interests somewhat under the market. At

New York spot tanks were quoted at 10½¢ and futures at 10½¢. At the Pacific coast spot tanks quoted at 10½¢; July, 10½¢; September, 9½¢ and futures at 9½¢@9½¢.

SOYA BEAN OIL—Demand has been fairly good and the market very steady with offerings well held with spot tanks New York quoted at 11½¢; barrels, 12½¢; and Pacific coast spot tanks quoted at 10½¢; and July shipment at 10½¢.

CORN OIL—The market has been more or less nominal with offerings rather scarce with some inquiry in evidence. Last sales heard of was 13½¢ f.o.b. mills and the market nominally quoted at that level.

PALM OIL—Demand has been rather inactive again and with an easing in other directions, the tendency was to go slow. Shipment offerings were somewhat easier. Nigre spot New York quoted at 8½¢; shipment, 8½¢; Lagos spot casks quoted at 8½¢; shipment at 8½¢.

PALM KERNEL OIL—The market has been very steady with demand fair and offerings on the whole limited. At New York spot casks were quoted at 10.70¢; shipment at 10.5¢; while tanks June shipment quoted at 10½¢ and July-August at 10.20¢.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand rather quiet with the market very steady with cooking oil New York quoted 16¼¢@16½¢ in round lots; winter oil, 16¼¢@17¢. Old crop crude nominal, first half September shipment sold at 12¢, while Texas, October, November, December sold at 10¢.

TRADE GLEANINGS.

A new meat packing plant is being constructed in Ft. Worth, Tex., by Sol Rosenthal. The plant is a small one, costing around \$10,000.

A new sausage plant has been opened at 247 Fourth street, Richmond, Calif., by F. Gonsalves. He plans to specialize in the manufacture of Italian, Portuguese and Spanish sausage, together with a line of smoked meats.

Personal property of the bankrupt Valley Packing and Provision Company, Sharon, Pa., was sold on June 11 under the direction of E. V. Buckler, receiver for the company. The property offered for sale at the time included refrigerating plant, coolers, incidental machinery, office furniture, delivery trucks, etc.

A new meat packing company, known as Hood & Company, has been organized in St. Paul, Minn., with C. R. Hood as president and general manager. Mr. Hood was formerly in charge of the beef grading department of Swift & Company at Chicago, and knows the packinghouse business thoroughly. The new company has purchased the Midway Abattoir in St. Paul from D. Bergman & Company, will operate it.

Buchler Brothers have opened their first retail meat market in Kansas City, Mo., at 307 E. 12th street. The company owns a chain of 175 retail meat markets.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending June 12, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses		2,521
Canada—Sheep carcasses		15
Canada—Smoked pork		5,215 lbs.
Canada—Pork tenderloins		300 lbs.
Canada—Calf livers		4,778 lbs.
Canada—Beef tongues		12,048 lbs.
Canada—Pork loins in beef casings		50 lbs.
Italy—Loose sausage		10,102 lbs.
Ireland—Smoked pork		918 lbs.
Germany—Loose sausage		2,820 lbs.
Germany—Smoked ham		1,340 lbs.
Holland—Sausage in tins		9,000 lbs.
Denmark—Hams in tins		700 lbs.
Denmark—Liver paste in tins		1,379 lbs.
Spain—Loose sausage		900 lbs.

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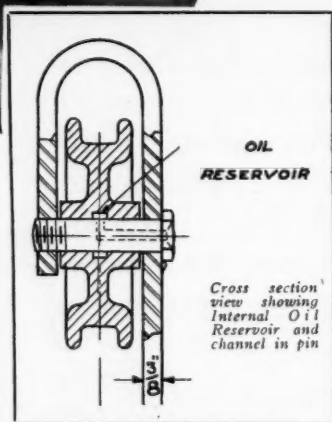
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CANCO



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The trolleys are standard, the improvement consisting in the special Wilson hardened steel pins which are drilled so that hard oil is forced, by an oil gun, into the center of bearings. Grooves are provided in center of wheels to furnish oil storage which seeps into bearings as required. Trolleys of this type in use for six months without regreasing, when taken out for inspection, were well lubricated and showed no trace of wear.

The Wilson Improved Traveler is not only being used for hog and beef trolleys but for practically all trolley requirements of the meat packing industry. It is equally serviceable when used on smoke house cages, etc. Its construction, the steel bearing pin with constant lubrication, makes it last longer than ordinary trolleys—this in addition to its many other advantages.

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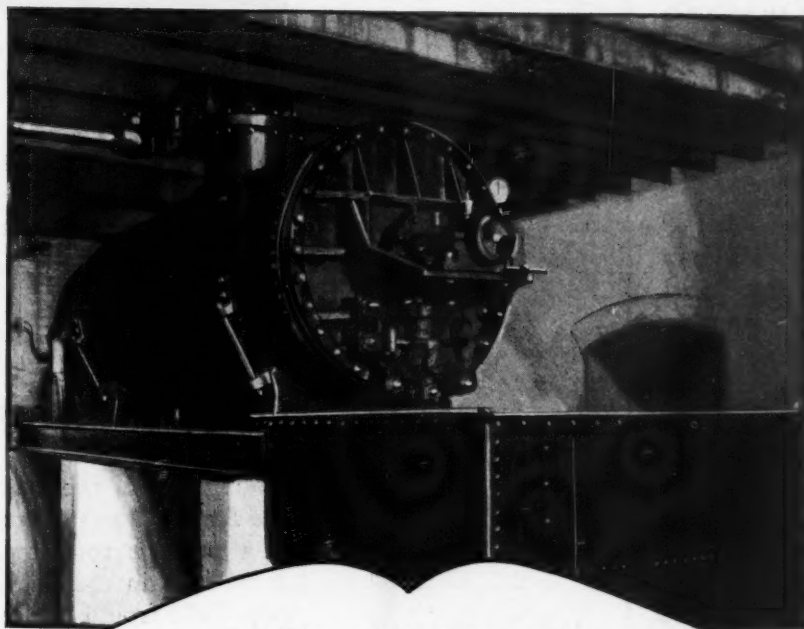
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per cwt. f.o.b. Reserve, La.
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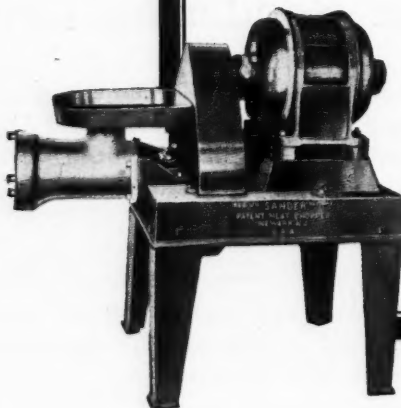
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**WHEN YOU WRITE THE ADVERTISER MENTION
THE NATIONAL PROVISIONER**

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products irregular the latter part of the week. Undertone strong; hogs holding firm; cash trade moderate; sentiment mixed; some liquidation, but support was in evidence on set-backs.

Cottonseed Oil.

Cotton oil broke sharply Thursday on Government report showing consumption last month of 206,000 bbls. with liquidation, general selling, stop loss orders and lack of support, notwithstanding a visible supply of only 749,000 bbls., against a million barrels last year, and prospects of a continued tightness in cash oil. Market recovered somewhat Friday, with uncertainty in evidence regarding these figures. The New Orleans Exchange is asking an explanation of an apparent discrepancy of 19,000,000 lbs. of crude oil on hand. Crude markets dull; sentiment more mixed; cash trade improved slightly on declines.

Quotations on cottonseed oil at Friday noon were: June, \$15.60 bid; July, \$15.58 @15.65; August, \$15.40@15.60; September, \$14.40@14.48; October, \$12.95@13.00; November, \$11.50@11.55; December, \$11.20@11.22; January, \$11.08@11.20.

Tallow.

Tallow, extra, 8½¢.

Oleo Oil and Stearine.

Stearine, oleo, 16¢.

Hull Oil Market.

Hull, England, June 18, 1926 — (By Cable.) — Refined cottonseed oil, 44s 6d; crude cottonseed oil, 41s.

FRIDAY'S GENERAL MARKETS.

New York, June 18, 1926.—Spot lard at New York; prime western, \$17.20@17.30; middle western, \$17.05@17.15; city, \$16.75; refined continent, \$17.75; South American, \$18.50; Brazil kegs, \$19.50; compound, \$17.25.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 18, 1926, show exports from that country were as follows: To England, 104,134 quarters; to continent, 86,671 quarters; others none.

Exports for the previous week were: To England, 70,420 quarters; to the continent, 44,239 quarters; others none.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, June 16, 1926.—Wholesale prices on green and cured pork products: Pork loins, 34@37¢; green hams, 8-10 lbs., 31¢; 10-12 lbs., 30¢; 12-14 lbs., 29¢; green picnics, 4-6 lbs., 21¢; 6-8 lbs., 20¢; green cl. bellies, 6-8 lbs., 28¢; 8-10 lbs., 28¢; 10-12 lbs., 27½¢; 12-14 lbs., 27¢; S. P. bellies, 6-8 lbs., 26¢; 8-10 lbs., 27¢; 10-12 lbs., 26¢; 12-14 lbs., 25½¢; S. P. hams, 8-10 lbs., 31½¢; 10-12 lbs., 31¢; 12-14 lbs., 30¢; 18-20 lbs., 31¢; city dressed hogs, 23½¢; city steam lard, 17¢; compound, 17½@17¾¢.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, June 17, 1926, as follows:

Fresh Beef:		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):			HOLIDAY		
Choice		\$16.00@17.00	NO	\$16.00@17.00	
Good		15.00@16.00	REPORT	15.00@16.50	15.00@15.50
STEERS (Lt. & Med. Wt., 700 lbs. down):					
Choice		17.00@18.00		14.00@17.50	14.50@17.00
Good		15.50@17.00		15.00@16.50	15.00@16.00
STEERS (All Weights):					
Medium		14.00@15.50		12.50@14.50	14.00@15.00
Common		11.50@13.50		11.00@12.50	11.50@13.50
COWS:					
Good		13.00@14.00		13.00@14.00	13.50@14.00
Medium		11.50@13.00		12.00@13.00	12.50@13.50
Common		10.50@11.50		11.00@12.00	11.00@12.00
Fresh Veal (1):					
VEALERS:					
Choice		19.00@21.00		17.00@20.00	18.00@19.00
Good		17.00@19.00		15.00@18.00	15.00@17.00
Medium		15.00@17.00		13.00@15.00	14.00@15.00
Common		13.00@15.00		11.00@13.00	12.00@14.00
CALF CARCASSES (2):					
Choice				15.00@16.00	14.00@15.00
Good				12.00@13.00	13.00@14.00
Medium				10.00@12.00	
Common					
Fresh Lamb and Mutton:					
LAMB (30-42 lbs.):					
Choice		33.00@35.00		27.00@30.00	32.00@34.00
Good		29.00@31.00		26.00@29.00	30.00@32.00
LAMB (42-55 lbs.):					
Choice					
Good					
LAMB (All Weights):					
Medium		26.00@28.00		25.00@27.00	25.00@29.00
Common		23.00@26.00		20.00@24.00	21.00@25.00
MUTTON (Hvws):					
Good		12.00@14.00		12.00@14.00	14.00@15.00
Medium		11.00@12.00		10.00@12.00	13.00@14.00
Common		9.00@11.00		9.00@10.00	11.00@12.00
Fresh Pork Cuts:					
LOINS:					
8-10 lb. av.		28.00@30.00		29.00@31.00	28.00@31.00
10-12 lb. av.		26.00@28.00		27.00@30.00	26.00@29.00
12-15 lb. av.		25.00@26.00		26.00@29.00	25.00@27.00
15-18 lb. av.		21.50@23.50		25.00@27.00	24.00@28.00
18-22 lb. av.		20.00@21.50		24.00@25.00	23.00@24.00
SHOULDER:					
N. Y. Style: Skinned		19.00@21.00		20.00@23.00	22.00@23.00
PICNICS:					
4-6 lb. av.				20.00@21.00	20.00@21.00
6-8 lb. av.				26.00@27.00	26.00@27.00
BUTTS: Boston Style		24.00@25.50			
SPARE RIBS: Half Sheets		14.00@16.00			
TRIMMINGS:					
Regular		13.00@13.50			
Lean		21.00@23.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

RECEIPTS AT CENTERS.

SATURDAY, JUNE 12, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	4,000	9,000
Kansas City	800	2,500	3,500
Omaha	150	5,000	1,500
St. Louis	400	5,000	500
St. Paul	200	1,400	....
Oklahoma City	200	200	....
Fort Worth	300	500	....
Milwaukee	800	400	6,100
Denver	....	400	1,000
Louisville	100	400	100
Wichita	200	3,500	100
Indianapolis	100	1,000	300
Cincinnati	200	1,500	100
Buffalo	100	500	200
Cleveland	100	1,000	100
Nashville, Tenn.	....	400	1,000
Toronto	400	100	....

MONDAY, JUNE 14, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	45,000	15,000
Kansas City	11,000	12,000	8,000
Omaha	7,500	5,500	11,000
St. Louis	4,500	13,000	5,000
St. Joseph	3,000	7,000	1,500
Sioux City	4,500	4,500	11,000
St. Paul	6,500	13,000	500
Oklahoma City	2,000	500	100
Fort Worth	3,500	500	5,000
Milwaukee	200	500	100
Denver	2,800	1,300	7,000
Louisville	1,200	1,300	2,000
Wichita	3,800	3,500	1,400
Indianapolis	1,000	4,500	200
Pittsburgh	800	3,000	3,300
Cincinnati	1,600	4,500	2,300
Buffalo	1,000	8,000	1,400
Cleveland	1,000	3,000	1,000
Nashville, Tenn.	300	1,000	2,000
Toronto	3,200	1,100	900

TUESDAY, JUNE 15, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	20,000	10,000
Kansas City	10,500	11,000	5,000
Omaha	10,000	14,000	14,000
St. Louis	9,500	16,500	4,000
St. Joseph	3,000	6,500	2,000
Sioux City	2,500	10,000	500
St. Paul	2,500	8,000	500
Oklahoma City	800	1,400	....
Fort Worth	200	200	2,500
Milwaukee	500	2,500	200
Denver	300	2,000	5,800
Louisville	200	1,100	2,000
Wichita	300	2,500	500
Indianapolis	1,200	10,000	700
Pittsburgh	100	1,000	300
Cincinnati	300	4,000	3,800
Buffalo	100	1,000	500
Cleveland	100	1,000	500
Nashville, Tenn.	100	1,000	2,500
Toronto	800	1,300	700

WEDNESDAY, JUNE 16, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	14,000	15,000
Kansas City	6,500	9,000	5,000
Omaha	10,000	14,000	8,000
St. Louis	6,500	14,000	3,000
St. Joseph	2,500	7,000	3,500
Sioux City	3,500	9,500	300
St. Paul	3,000	11,500	200
Oklahoma City	500	300	....
Fort Worth	2,400	300	1,500
Milwaukee	300	1,500	100
Denver	400	500	9,600
Louisville	200	1,200	2,400
Wichita	300	2,500	800
Indianapolis	1,800	8,000	....
Pittsburgh	100	1,500	1,000
Cincinnati	200	3,000	3,200
Buffalo	200	1,500	500
Cleveland	200	1,500	500
Nashville, Tenn.	100	1,000	2,000
Toronto	500	1,700	300

THURSDAY, JUNE 17, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	23,000	14,000
Kansas City	2,000	5,000	5,000
Omaha	4,500	10,000	5,500
St. Louis	2,500	9,000	2,000
St. Joseph	1,200	8,500	2,500
Sioux City	2,000	7,500	200
St. Paul	2,400	7,500	500
Oklahoma City	500	200	....
Fort Worth	4,500	500	3,000
Milwaukee	400	2,500	100
Denver	500	2,000	....
Wichita	200	1,500	800
Indianapolis	1,400	7,500	600
Pittsburgh	75	1,000	500
Cincinnati	400	2,500	4,500
Buffalo	50	640	400
Cleveland	300	2,500	1,000

FRIDAY, JUNE 18, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	14,000	8,000
Kansas City	1,000	4,000	1,500
Omaha	800	8,500	5,500
St. Louis	1,500	11,000	2,000
St. Joseph	300	4,000	2,500
Sioux City	1,000	8,000	500
St. Paul	1,500	5,500	200
Oklahoma City	700	200	....
Fort Worth	2,000	8,300	3,500
Milwaukee	100	500	100
Denver	1,200	50	3,800
Wichita	200	1,100	100
Indianapolis	850	6,000	500
Pittsburgh	....	1,500	600
Cincinnati	....	3,400	300
Buffalo	300	4,000	1,000
Cleveland	800	2,000	5,000

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, June 17, 1926.

CATTLE—Excessive supplies of good and choice matured steers resulted in a sharp break in fat steer prices, but the downturn was checked at the close. The week's decline on the better grades of matured steers measured 15¢@25¢, while the general yearling trade closed steady to 15¢ lower.

Steer tops for the week were: Heavies, \$10.65; medium weights, \$10.50; yearlings, \$10.40. On late rounds no weighty steers passed \$10.45, with best yearlings offered at \$10.25. Several loads of 832 to 1,069 lb. yearlings reached \$10.40 and highly finished 748 lb. heifers equaled the season's top at \$10.35. It was largely a \$9.00@10.15 market on fed steers, comparatively little excepting plain quality short feds and native grassers being available to killers below \$8.50.

Most fat cows and heavy heifers lost around 25¢ and in instances the downturn on better grades was even greater. Cannery and cutters showed little price change and bull prices on late rounds ruled strong to 25¢ higher than a week ago. The downturn on vealers was sharp in sympathy with the dressed trade, net losses measuring around \$2.00.

HOGS—Prices dipped from comparatively high levels when continued moderate marketings appeared somewhat in excess of immediate demands and selling interests found daily large holdovers a depressing factor in trade. The rank and file of offerings indicated 10¢@20¢ downturns since last Thursday, with smooth packing sows showing slightly more decline.

Late in the week the top was established at \$14.90 on best 160 to 170 lb. weights, while the bulk of all kinds cleared at \$13.90@14.40. This schedule was \$1.50@2.00 higher than a year ago.

SHEEP—Recent extremely high prices attracted a material increase of receipts to most principal markets during the week and fat lamb values broke sharply. When the downturn was somewhat checked to-day prices were \$2.50 or more below quotations a week ago. The dressed trade was the main factor in influencing this

decline as recent prices were far too high to allow the clearance of dressed lambs in volume.

Best fat range lambs on foot closed at \$16.00@16.10, the outside price being paid by small killers. Yearling wethers sold upward to \$14.25 late in the week, but a spread of \$12.00@13.50 was taking the majority of kinds on sale. Fat sheep held steady, a spread of \$5.50@6.50 taking most fat native ewes.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., June 17, 1926.

CATTLE—The market for fed steers and yearlings carried a strong undertone, and despite the heavy receipts prices were well maintained. The decline for the week amounted mostly to 10¢@15¢, with some medium to good light offerings 15¢@25¢ lower. Numerous loads of choice long fed weighty steers and medium weights were included, and there was also a few loads of choice yearlings.

Bulk for the week turned at \$8.60@9.85, with a number of loads at \$9.90@10.15.

Choice medium weights earned \$10.20 and strictly choice 1,617 lb. horned steers \$10.25.

Good and choice cows and heifers advanced 10¢@15¢, while plainer kinds held mostly steady. Bulls advanced 15¢@25¢ and veal prices declined \$1.50@2.00, with practical stop Thursday, \$8.50.

HOGS—Increased receipts of hogs locally together with a restricted outside inquiry served as bearish factors in the hog trade for the week and the trend of prices worked downward. The better grade butchers and light offerings show mostly a 15¢@25¢ decline. Heavy butchers and packing grades reflect a 25¢@50¢ loss as compared with last Thursday's quotations.

Current bulk 160@220 lb. average range \$14.30@14.40; bulk 220-300 lb. butchers, \$14.15@14.35; heavies on down to \$13.85. Packing sows sold largely at \$12.25@13.00; stags at \$11.00@12.00.

SHEEP—A free market-ward movement of lambs from range states, coupled with depressed eastern dressed lamb trade, resulted in a downward revision in fat lamb prices. The break from a week ago quoted \$1.25@1.50, with current bulk of sales of fat range lambs \$15.00, with natives selling largely \$14.00@14.50. Fat sheep held steady, desirable weight fat ewes noted \$5.50@6.25.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 17, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$14.90	\$15.15	\$14.40	\$14.75	\$14.75
BULK OF SALES	13.90@14.40	14.75@15.00	13.25@14.30	14.00@14.50	13.25@14.25
Hvy wt. (250-350 lbs.), med.-ch.	13.85@14.50	14.35@14.70	13.65@14.30	13.70@14.35	13.25@14.35
Med. wt. (200-250 lbs.), med.-ch.	14.25@14.80	14.50@14.90	13.85@14.40	14.20@14.50	13.75@14.50
Lt. wt. (160-200 lbs.), com.-ch.	14.00@14.90	14.50@15.15	14.20@14.50	14.30@14.60	14.25@14.75
Lt. lt. (130-160 lbs.), com.-ch.	14.15@14.19	14.65@15.15	14.20@14.50	14.30@14.75	14.50@14.75
Packing sows, smooth and rough	12.70@13.20	12.75@13.25	12.00@13.00	12.50@13.25	12.25@13.25
Sight pigs (130 lbs. down), med.-ch.	14.25@15.00	14.75@15.15	.....	14.75@15.25	14.75@15.25
Av. cost and wt. Wtd. (pigs excluded)	13.90-255 lb.	14.54-218 lb.	13.74-266 lb.	13.99-285 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	9.25@10.50	.....	8.80@10.00	8.85@10.25	.....
STEERS (1,100-1,500 LBS.):					
Choice	9.75@10.50	10.00@10.50	9.50@10.25	9.50@10.25	.....
Good	9.25@9.25	9.50@10.00	8.75@9.50	8.90@9.50	8.85@9.75
Medium	8.40@8.35	7.50@9.50	7.85@8.80	7.50@8.90	8.25@8.85
Common	7.25@8.35	6.00@7.50	6.25@7.85	6.00@7.50	6.25@8.25
STEERS (1,100 LBS. DOWN):					
Choice	9.85@10.50	10.00@10.50	9.50@10.25	9.65@10.35	.....
Good	9.40@9.75	9.50@10.00	8.75@9.50	9.00@9.85	8.75@9.00
Medium	8.35@9.35	7.50@9.50	7.75@8.75	7.50@9.00	8.25@8.75
Common	7.00@8.35	5.75@7.50	6.15@7.75	5.75@7.50	6.25@8.25
Canner and cutter	5.75@7.00	4.75@5.75	5.00@6.15	4.75@5.75	4.00@6.25
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	8.85@10.35	9.25@10.50	8.50@9.85	8.75@10.25	8.25@9.00
HEIFERS:					
Good-choice (850 lbs. up)	7.50@10.25	7.00@9.00	7.15@9.50	7.00@9.25	7.50@8.75
Common-med. (all weights)	6.25@8.50	6.50@8.00	5.00@8.00	5.00@7.85	5.25@7.50
COWS:					
Good to choice	6.50@8.15	6.50@7.50	6.25@8.10	6.00@7.75	6.25@7.50
Common and medium	4.90@6.50	5.25@6.50	5.00@6.25	4.75@6.00	4.50@6.25
Canner and cutter	3.75@4.90	3.25@5.25	3.75@5.00	3.50@4.75	3.50@4.50
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.40@7.00	6.25@6.75	5.90@6.50	5.65@6.25	5.75@6.00
Good-ch. (1,500 lbs. down)	6.50@7.25	6.25@7.00	5.90@6.75	5.85@6.50	5.85@6.50
Can.-med. (canner and bologna)	5.25@6.50	4.50@6.25	4.50@6.00	4.25@5.85	4.00@6.00
CALVES:					
Medium to choice (milk fed. exc.)	6.50@7.75	6.50@8.50	5.25@7.50	6.00@8.50	5.00@7.00
Cull-common	5.00@6.00	5.00@6.50	4.00@5.25	4.00@6.00	3.50@5.00
VEALERS:					
Medium to choice	8.50@11.50	8.00@11.50	6.50@9.50	7.00@9.50	7.00@10.00
Cull-common	6.00@8.50	5.00@8.00	4.50@6.50	4.25@7.00	4.50@6.50
Slaughter Sheep and Lambs					
Lambs, med. to choice (84 lbs. down)	13.50@16.10	13.00@15.25	13.00@15.00	12.00@14.50	12.50@15.00
Lambs, cull-com. (all weights)	10.00@13.50	9.00@13.00	10.25@13.00	8.00@12.00	10.00@12.50
Yearling wethers, medium to choice	10.50@14.25	9.00@13.50	10.25@13.50	8.50@12.50	.....
Ewes, common to choice	4.50@6.75	3.00@5.50	4.00@6.50	3.25@6.00	4.00@6.50
Ewes, canners and cull	1.50@4.50	1.50@3.00	1.50@4.00	1.00@3.25	1.00@4.00

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 17, 1926.

CATTLE—The week's trade in fat cattle ruled slow with prices uneven. Better grades of fed steers and yearlings held at steady to 15c lower levels, while medium to good grades were reduced 15@25c in most cases. Choice yearlings sold up to \$10.30, while best heavies scaling 1,504 lbs., sold at \$10.25. Bulk of the fed arrivals sold from \$8.75@9.75.

Texas grassers were plentiful and closing prices are 15@25c, mostly 25c lower, with sales ranging from \$6.50@8.50. Fed she stock held steady, while grassers are 10@25c lower. Bull prices advanced 10@15c and veals were reduced fully \$1.50 or more, with closing top at \$9.50.

HOGS—Prices on all classes of hogs were sharply lower early in the week, but part of the loss was regained at the finish. Closing levels are mostly 25c lower, with today's prices highest of the week.

Choice 160 lb. weights sold at \$14.75; best 200 lb. kinds at \$14.60 and choice 300 lb. butchers \$14.15. Packing sows are 15@25c higher for the week.

SHEEP—Fat lambs were under extreme pressure and prices broke on six consecutive market days for a total loss of around \$3.50 per cwt., as compared with a week previous. Best western lambs sold at \$16.60 on Monday but at the close \$14.00 secured best natives.

Aged sheep closed 50@75c lower. Two-year-old Texas wethers sold up to \$9.00, while aged wethers ranged downward to \$8.00. Odd lots of native ewes went to killers at \$4.25@5.75.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., June 17, 1926.

CATTLE—Featuring the current week's cattle trade were generous receipts of Texas steers and the decline of same. Compared with one week ago beef steers, mixed yearlings and heifers sold steady; western steers, 35@50c lower; cows, 25c lower; canners steady with the lightest shade lower; bologna bulls, strong; good and choice vealers, 50@75c lower.

Tops for week: Yearlings, \$10.35; heifers, \$10.25; matured steers, \$10.15. Bulks for week: Native steers, \$8.50@10.00; western steers, \$6.35@7.75; fat mixed yearlings and heifers, \$9.25@9.75; cows, \$5.50@6.50; canners, \$3.25@4.00.

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HOGS—Despite very high levels buyers have had little opportunity to depress hog prices. The fifteen dollar quotation disappeared for two days, but was back again today with bulk of desirable shipping light hogs at that price, one load averaging 160@170 lbs., at \$15.15.

This is steady to 10c lower than last Thursday on light stuff, but medium and heavy hogs have strengthened somewhat. Good 200-250 lb. weights brought \$14.75@14.90 today; 260-280 lbs., \$14.60@14.70; packing sows, \$13.00@13.25.

SHEEP—The past few days have been disastrous to fat lamb values. Buyers have taken off 50@75c at a time and net losses since last Thursday figure \$2.00@2.25 on fat lambs, \$1.50 on culls and 50c to \$1.00 on aged sheep.

Top lambs today brought \$14.75. Bulk, \$14.50@14.75; culls, \$9.00; fat ewes, \$4.00@5.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., June 15, 1926.

CATTLE—Cattle receipts for first two days this week around 6,500. Fairly liberal receipts of cattle at all western markets, and market barely held steady with the sharp advance of last week. Sales above \$10.00 were frequent this week, and included long yearlings, as well as heavy cattle averaging around 1,500 lbs.

Top both days stopped at \$10.15, paid for both long yearlings and aged steers. Bulk good cattle now selling from \$9.50@10.00. Plain fleshy cattle sell from \$8.85@9.50. Pulp steers from Colorado sold up to \$9.75. Mixed yearlings sold mostly from \$8.75@9.50.

Cows and heifers scarce and held steady. Heifers of good quality and flesh sold from \$8.75@9.60. Best fed cows and heavy heifers sold from \$6.50@8.00, with a good sprinkling at \$7.00@7.50. Grassy cows sold from \$4.75@6.25. Canners and cutters mostly \$3.75@4.50.

Both packers and shippers were in the market for bulls, and sales were fully

steady. Bulls and stags sold largely from \$5.25@8.00. Veals mostly 50c lower and best veals found an outlet at \$10.50.

HOGS—Hog receipts for two-day period amount to 12,500, which is in excess of same period a week ago. The initial session this week is largely 15@25c lower, but today's market steady to 10c lower, closing about steady with yesterday's close. Top on today's market was made on 175-lb. hogs at \$14.25, there being no light-lights offered. Light hogs ranged largely from \$14.15@14.25.

Good 200@250-lb. weights were \$14.00@14.15, and the 200@300-lb. grades were wanted at \$13.75@14.00. Hogs weighing in excess of 300 lbs. cleared mostly at \$13.75. Packing sows sold largely at \$12.50@13.00.

SHEEP—Sheep receipts were extremely light for the two days, but the market continued to break. The initial session was 25@50c lower on lambs, while today's market was 50c lower. Best Idahos averaging 73 lbs. sold at \$16.00, with a light sort to feeders averaging 64 lbs. at \$15.00. Native lambs sold mostly at \$15.50.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 16, 1926.

CATTLE—Cattle receipts were estimated at 3,000 for the third market day of the week. The total for three days of the week is 9,719 as compared to 13,344 received for the first three days of last week. Last week's cattle receipts totaled 22,277 a record week for June.

The fat cattle market has been in a healthy condition all week, showing an advance of 25@50c. Top cattle today and Tuesday sold for \$10.25, the best since March. The bulk of good choice beefs are selling at \$9.00@9.75, fair to good at \$8.50@9.00, common kinds at \$7.00@8.00.

The butcher market shows an advance of 25@50c for the week, with the common kinds up most. Yearling heifers sold up to \$9.50.

HOGS—Ten thousand hogs were re-

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ceived today, making a total of 23,500 for the first three days of the week. The market for the day showed an advance of 10@15c. Top lights sold at \$14.35 with the bulk of this class at \$14.15@14.30, medium to strong weight butchers, \$14.00@14.25, mixed hogs, \$13.25@13.85.

Sows ranged from \$12.50@13.25, according to weight and quality. The portion of sows increased on the market this week.

SHEEP—The lamb market is \$1.50 lower for the first three days of the week and \$2.50 lower than the high time the early days of last week. Best lambs are quoted at \$15.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

So. St. Paul, Minn., June 16, 1926.

CATTLE—Fed steers, yearlings and in-between grades of fat cows, in line with conditions at outside markets, went into a 10@25c break this week. Other killing classes holding steady. Heavy bullocks carried bids at \$9.50 on today's market, this price also being the top on all other weights for the week to date. Other desirable fed steers scored at \$9.10@9.40, with the bulk at \$8.25@9.00.

Fat cows are selling largely at \$4.75@5.75 on grassy kinds and upwards to \$7.00 on fed offerings. Heifers are scoring largely at \$6.00@7.50, lightweights up to \$8.50.

Bulls bulked at \$5.25@5.75 with heavies up to \$6.00 and \$6.25. Vealers have tumbled from day to day and are fully \$2.00 lower than a week ago, good lights bulking at \$10.25 today.

HOGS—Last week's hog market closed on a new season's high level, with the average cost of packers' and shippers' droves for the week figuring \$14.02. This week's trade opened on a decidedly lower footing, each day seeing fresh declines in evidence, until mid-week when the general market averaged around 40c lower than a week ago.

Good and choice grades of lights and butchers cashed recently at \$14.00@14.25, with a few lightweights up to \$14.50. Plain heavy mixed droves sold at \$13.00@13.75, with packing sows on the rough order at \$12.50 and down. Pigs were steady for the period, desirable 120 lb. down cashing at \$15.25.

SHEEP—Fat lambs and yearlings at this writing are from \$2.00@2.50 lower than a week ago, with best lambs selling at \$15.00, best yearlings \$13.00. Ewes have sold around 50c lower for lightweights, bulk \$4.00@6.00 to packers.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending June 12, 1926, with comparisons, as follows:

	Week ending June 12, 1926.	Prev. week, 1925.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses ..	9,540½	7,759	7,823½
Cows, carcasses ..	513	453	501
Bulls, carcasses ..	89½	158½	131
Veals, carcasses ..	13,726	10,669	13,410½
Hogs and pigs ..	10	12	.....
Lambs, carcasses ..	18,385	14,031	21,067
Mutton, carcasses ..	8,682	6,891	4,407
Beef cuts, lbs.	1,036,172	181,897	439,613
Pork cuts, lbs.	1,381,469	1,006,769	677,503
Local slaughters:			
Cattle	10,319	9,614	9,537
Calves	18,346	17,840	15,728
Hogs	37,354	37,285	35,188
Sheep	46,528	42,133	38,071

NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending June 12, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,559	11,539	6,237	43,977
New York	959	4,108	16,983	245
Central Union	3,960	1,313	.....	2,162
Total	8,484	17,018	23,220	46,384
Previous week	9,435	19,149	19,052	39,473
Two weeks ago	7,362	16,904	22,225	43,917

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, June 12, 1926, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	7,684	8,000	23,756
Swift & Co.	7,220	7,900	17,980
Morris & Co.	2,938	5,700	4,308
Wilson & Co.	5,882	10,300	8,809
Anglo. Amer. Prov. Co.	1,410	3,400	.....
G. H. Hammond Co.	2,784	3,000	.....
Libby, McNeill & Libby.	601	.....	.....
Brennan Packing Co., 5,900 hogs; Miller & Hart, 4,500 hogs; Independent Packing Co., 5,900 hogs; Boyd, Lunham & Co., 3,000 hogs; Western Packing & Provision Co., 8,000 hogs; Roberts & Oake, 5,000 hogs; others, 20,200 hogs.	.....	.....	.....

KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,736	510	9,017
Cudahy Pkg. Co.	2,948	954	6,460
Fowler Pkg. Co.	740	.....	5,827
Morris & Co.	3,113	1,089	5,673
Swift & Co.	3,632	1,193	9,905
Wilson & Co.	4,134	1,552	8,858
Local butchers	765	233	2,113
Total	17,788	5,531	42,926

OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	7,007	13,191	6,213
Cudahy Pkg. Co.	6,113	12,035	8,560
Dodd Pkg. Co.	1,241	3,712	.....
Morris & Co.	3,072	6,270	8,449
Swift & Co.	8,075	10,043	8,922
Glassburg, M.	6	.....	.....
Hoffman Pkg. Co.	136	.....	.....
Mayerowich & Vall.	69	.....	.....
Glasser & M. Prov. Co.	19	.....	.....
Omaha Pkg. Co.	65	.....	.....
John Roth & Sons.	49	.....	.....
So. Omaha Pkg. Co.	144	.....	.....
Lincoln Pkg. Co.	470	.....	.....
Nagle Pkg. Co.	207	.....	.....
Sinclair Pkg. Co.	203	.....	.....
Wilson & Co.	627	.....	.....
Kennett-Murray Co. ....	.....	2,187	.....
J. W. Murphy. ....	.....	9,184	.....
Other hog buyers, Omaha. ....	.....	11,212	.....
Total	27,584	67,834	29,150

ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,988	4,584	4,378
Swift & Co.	2,211	6,259	7,007
Morris & Co.	3,631	3,355	4,326
St. Louis Dressed Beef Co.	831	.....	.....
Independent Pkg. Co.	646	952	.....
East Side Pkg. Co.	1,690	6,821	.....
Hell Pkg. Co. ....	.....	2,970	.....
American Pkg. Co.	156	886	.....
Krey Pkg. Co.	195	202	.....
Sartorius Pkg. Co. ....	.....	463	.....
Sieloff	137	805	.....
Gerst Bros.	56	772	.....
Butchers	14,137	48,407	4,008
Total	26,078	76,525	20,313

ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	2,628	1,268	14,700
Armour & Co.	2,297	556	7,831
Morris & Co.	1,985	328	7,065
Others	2,285	61	3,453
Total	9,195	2,213	38,049

SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	3,093	620	14,504
Armour & Co.	3,615	495	13,243
Swift & Co.	2,415	787	7,171
Sacks Pkg. Co.	291	31	5
Smith Bros. Pkg. Co.	50	25	22
Local butchers	84	22	19
Order buyers and packer shipments	2,893	3	13,739
Total	12,957	1,983	48,793

OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	1,349	648	1,723
Wilson & Co.	1,758	648	3,408
Others	82	.....	209
Total	3,189	1,296	5,340

WICHITA.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	702	450	7,030
Dodd Pkg. Co.	441	26	4,904
Local butchers	199	.....	.....
Total	1,342	476	11,934

MILWAUKEE.			
	Cattle.	Calves.	Hogs.
Plankinton Pkg. Co.	762	5,502	9,829
U. D. B. Co., New York	84	.....	.....
Layton Co. ....	.....	.....	98
R. Guma & Co.	30	65	114
Armour, Milwaukee	224	2,974	.....
Armour, Chicago	135	.....	.....
New York B. D. M. Co.	63	.....	.....
Patchers	160	.....	21
Traders	61	110	37
Total	1,541	9,171	10,069

DENVER.			
	Cattle.	Calves.	Hogs.
Swift & Co.	1,131	212	1,214
Armour & Co.	611	282	2,339
Blayney-Murphy	725	25	1,290
Others	509	506	339
Total	2,976	1,025	5,382

ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,382	6,213	16,909
Cudahy Pkg. Co.	351	2,240	2,341
Hertz Bros.	241	35	.....
Swift & Co.	4,935	9,913	25,885
United Pkg. Co.	1,551	.....	.....
Others	781	896	3,921
Total	11,241	19,297	48,056

INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Eastern buyers	1,367	3,569	12,827
Kingman & Co.	1,350	1,026	20,345
Armour & Co.	336	74	2,707
Indianapolis Abat. Corp.	1,406	62	29
Hilgemier Bros. ....	.....	727	.....
Brown Bros.	176	4	14
Bell Pkg. Co.	82	.....	300
Schussler Pkg. Co. ....	.....	2	172
Riverview Pkg. Co.	15	2	3
Meier Pkg. Co.	129	16	248
Ind. Prov. Co.	16	19	252
Hoover Abat. Co.	6	38	34
Others	461	185	1,157
Total	5,337	4,997	38,076

CINCINNATI.			
	Cattle.	Calves.	Hogs.
E. Kahn's Sons Co.	580	390	2,081
Kroger Groc. & Bak. Co.	161	101	1,719
Gus Juengling	201	131	49
J. & F. Schroth Pkg. Co.	28	.....	2,340
H. H. Meyer Pkg. Co.	42	.....	2,159
J. Hilberg's Sons.	202	5	63
A. Sander Pkg. Co.	14	.....	1,131
Sam Gall	10	.....	405
J. Schlachter's Sons.	224	203	135
Wm. G. Rehn's Sons.	160	51	.....
Total	1,622	881	9,438

Recapitulation of packers' purchases by market for the week ending June 12, 1926, with comparisons:

CATTLE.			
	Week ending June 12, 1926.	Prev. week, 1925.	Cor. week, 1925.
Chicago	28,459	31,099	27,762
Kansas City	17,788	19,517	20,034
Omaha	27,584	28,155	20,010
St. Louis	26,078	32,293	20,529
St. Joseph	9,195	8,837	8,443
Sioux City	12,957	6,290	7,143
Oklahoma City	3,189	4,085	5,929
Indianapolis	5,337	5,924	5,794
Cincinnati	1,622	1,830	1,511
Milwaukee	1,541	1,465	1,188
Wichita	1,342	1,224	1,505
Denver	2,976	.....	.....
St. Paul	11,241	9,656	6,270
Total	149,309	151,175	126,388

HOGS.			
	Week ending June 12, 1926.	Prev. week, 1925.	Cor. week, 1925.
Chicago	93,400	95,890	118,300
Kansas City	42,926	40,085	29,944
Omaha	67,834	61,114	99,981
St. Louis	76,525	79,145	82,570
St. Joseph	33,049	32,144	35,413
Sioux City	48,793	38,045	67,033
Oklahoma City	5,340	5,593	3,054
Indianapolis	38,976	38,947	41,519
Cincinnati	9,438	12,230	11,193
Milwaukee	10,069	7,780	6,196
Wichita	11,934	12,014	22,313
Denver	5,382	.....	.....
St. Paul	49,056	40,175	48,506
Total	492,722	461,048	535,831

SHEEP.			
	Week ending June 12, 1926.	Prev. week, 1925.	Cor. week, 1925.
Chicago	54,833	48,156	52,255
Kansas City	20,316	30,874	18,025
Omaha	29,150	20,313	27,083
St. Louis	20,313	27,169	10,409
St. Joseph	14,813	19,330	9,073
Sioux City	1,804	1,127	450
Oklahoma City	1,440	1,167	1,499
Indianapolis	2,938	1,445	2,698
Cincinnati	825	860	851
Milwaukee	361	207	261
Wichita	2,275	1,870	1,184
Denver	1,829	.....	.....
St. Paul	1,620	1,948	874
Total	151,246	153,306	123,242

BUFFALO LIVESTOCK IN MAY.

Receipts and disposition of livestock at Buffalo, N. Y., during the month of May, 1926, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	22,780	27,820	63,956	72,503
Shipments	12,897	20,053	36,698	61,476
Local slaughter	9,983	7,767	27,578	11,027

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—Market on packer hides during past week quietest for some months. The little activity apparent was confined to lighter weight stocks. While some confidential trading is hinted, confirmed sales probably did not exceed 30,000 hides.

Spread native steers continue quiet and priced nominally around 15½@16c. Bids for 13c for heavy native steers were declined, holding for 13½c. Sales were reported of around 5,000 extreme native steers at 12½c for May-June; previously, at the end of last week, around 3,000 sold at 13c for May take-off.

Butt branded steers are held at 12½c, in line with last sale on May-June. Colorados are priced at 12c. Heavy Texas steers are quiet and packers asking steady price of 12½c, while 12c is asked for light Texas steers; extreme light Texas steers are quoted at 12c.

One packer declined bid of 12c for heavy native cows, asking 12½c, while 13c is asked in another direction. Most trading during the week was in light native cows, which moved to the number of about 20,000 at 12½c for May-June and straight June. Good demand for branded cows, due to the present interest in light weight sole leather; buyers are bidding 11½c generally, with some bids for small lots at 11¾c, but these are well sold up at the moment and packers are holding firmly for 12c.

Native bulls inactive and priced nominally at 9c, on basis of last trading for January to May; branded bulls also quoted nominally on basis of last sales at 8c for January to May.

May hides are fairly well cleaned up and there is a general feeling in the trade that tanners are giving the appearance of a lack of interest with the idea of stabilizing prices around present levels rather than with the expectation of a further break in the market.

SMALL PACKER HIDES.—Small packer hide market quiet during week. Buyers show some inclination to trade at 12c for all weight native steers and cows and 11c for branded. They are showing little interest at the prices of 13c and 12c generally asked, especially since the recent sales of big packer light native cows at 12½c; however, holders are not disposed to trade at the prices offered.

Native bulls are priced nominally at 9c, branded bulls at 8c, on basis of last trading for June take-off.

COUNTRY HIDES.—Country hides continue slow with a tendency to be somewhat easier. Some buyers are staying out of the market for the time being, while dealers do not show any disposition to shade prices to the extent buyers expect.

Heavy steers are priced around 9½@10c nominally, for the few offered. Heavy cows and steers are quoted at 9c, with choice lots held at 9½c; buyers talk as low as 8½c. Buff weights are offered at 10c and bids under this figure have been declined. Extremes quiet and held around 12@12½c, while 13c is asked for good 25/45 lb. hides. Bulls are held at 7@7½c. Western all-weight branded are quoted at 8@8½c, nominally, Chicago freight.

Receipts of hides at Chicago for week ending June 12, 3,315,000 lbs.; previous week 3,794,000 lbs.; same week 1925, 3,085,000 lbs.; from Jan. 1 to June 12, this year, 76,377,000 lbs.; same period, 1925, 88,176,000 lbs.

Shipments of hides from Chicago for week ending June 12, 4,861,000 lbs.; previous week, 4,014,000 lbs.; same week,

1925, 4,896,000 lbs.; from Jan. 1 to June 12, this year, 118,888,000 lbs.; same period, 1925, 115,375,000 lbs.

CALFSKINS.—Packer calfskins continue quiet, with 19@19½c generally asked; bids of 18½c have been declined.

First salted Chicago city calfskins are offered at 17c; others holding for 17½c, the last trading price. Resalted lots range from 14½c@16c, selected. Outside city calfskins quoted around 14½@15½c, according to quality.

Packer kips continue inactive; some holding at 17½c while others think bid of 17c would result in trading. Overweights are held at 15@15½c, branded at 13½@14½c.

First salted Chicago city kips are quiet and priced at 15½@16c; resalted quoted around 14c, nominally. Outside city kips are priced at 14@14½c, selected.

Last sales of packer regular slunks at 85c and now held at 85@90c. Hairless slunks nominally 50@60c.

MISCELLANEOUS MARKETS.—Dry hides are slow and somewhat easier in tone, following the recent decline in other hides. Flint dry all weights are priced around 17@18c.

Horsehides slow and about steady. Choice renderers held at \$5.00 while ordinary mixed country lots are quoted at \$4.00@4.25.

Packer shearlings appear somewhat firmer. One packer sold two cars at \$1.35, as against sales during previous week at \$1.27½. Pickled skins are considerably stronger and priced at \$8.50 per doz., flat.

Demand is light for No. 1 pigskin strips, quoted nominally at 6½@7c. Most gelatine manufacturers have shut down for the summer, resulting in little inquiry for gelatine stocks; market nominally 4¾@5c.

New York.

NEW YORK PACKER HIDES.—New York packer hides are fairly well cleaned up at the moment. There is a good demand for native steers, 8 cars selling at 12¾c for June; last sales in May take-off were at 13½c. Butt branded steers are held at 12c for June; Mays last sold at 12½c. Colorados are priced at 11½@12c, the inside price for June take-off. Bulls sold recently in a fair way at 8c. Better inquiries are reported generally but packers are offering very sparingly.

COUNTRY HIDES.—Market for country hides is fairly steady at prices about unchanged. There is a little more active demand for country hides but trading continues mostly in small lots. Lighter weight stocks are in better demand.

CALFSKINS.—New York calfskins are a shade easier. The 5-7's are slow and quoted around \$1.55@1.62½, the outside figure being realized recently in connection with sale of other weights. Last business reported in 7-9's at \$1.92½, 9-12's moving at the same time at \$2.52½. Recent inquiries reported for fair sized lots by tanners heretofore out of the market.

DRY HIDES.—Common dry hides less active recently although price schedule continues steady. Better inquiries reported from buyers but demand not up to expectations. Tanners continue to buy only for their immediate requirements, in small lots. Arrivals, however, continue light.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 10, 1926, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended June 10.	Previous week.	Same week, 1925.
Toronto	\$ 8.75	\$ 8.50	\$ 8.00
Montreal (W)	8.00	7.50	7.50
Montreal (E)	8.00	7.50	7.50
Winnipeg	7.75	7.50	7.50
Calgary	7.65	7.25	7.10
Edmonton	7.25	7.25	7.25

VEAL CALVES.			
	Week ended June 10.	Previous week.	Same week, 1925.
Toronto	\$13.00	\$13.25	\$ 9.50
Montreal (W)	11.00	9.00	8.50
Montreal (E)	11.00	9.00	8.50
Winnipeg	9.50	9.00	10.00
Calgary	8.50	9.50	9.00
Edmonton	7.00	7.00	8.00

SELECT BACON HOGS.			
	Week ended June 10.	Previous week.	Same week, 1925.
Toronto	\$17.01	\$16.46	\$16.00
Montreal (W)	15.90	15.50	15.25
Montreal (E)	15.90	15.50	15.25
Winnipeg	16.50	15.67	12.21
Calgary	16.06	15.51	12.10
Edmonton	16.50	15.40	12.10

GOOD LAMBS.			
	Week ended June 10.	Previous week.	Same week, 1925.
Toronto	\$20.00	\$20.00	\$18.00
Montreal (W)	18.00	*10.60	18.00
Montreal (E)	18.00	*10.00	18.00
Winnipeg	17.00	16.00	17.00
Calgary	15.00	15.00	18.00
Edmonton	15.00	15.00	....

*Spring Lambs, per head.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending June 19, 1926, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending June 19, '26.	Week ending June 12, '26.	Cor. week, 1925.
Spread native steers	15½@16c	15½@16c	@15½c
Heavy native steers	@13½c	@13½c	@15c
Heavy Texas steers	@12½c	@12½c	@11c
Heavy butt branded steers	@12½c	@12½c	@14c
Heavy Colorado steers	@12c	@12c	@13c
Ex-Light Texas steers	@12c	@12c	@13c
Branded cows	@12c	@12c	@13c
Heavy native cows	@12½c	@12½b	13 @14c
Light native cows	@13c	@13c	@14½c
Native bulls	@ 9n	@ 9n	@10½c
Branded bulls	@ 8n	@ 8n	9½ @ 9½c
Calfskins	@10½ax	@10½ax	@23½c
Kips, over	@17½n	@17½n	@18½c
Kips, branded	@15½n	@15½n	@17½c
Kips, regular	.85 @90c	85 @90c	1.06 @1.10
Slunks, hairless	.50 @60c	50 @60c	00 @65c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
	Week ending June 19, '26.	Week ending June 12, '26.	Cor. week, 1925.
Natives, all weights	13 @13½c	13 @13½c	@13½c
Bulls, native	@ 9c	@ 9c	@11c
Bulls, branded	@ 8c	@ 8c	@12½c
Br. str. hds.	@12c	@12c	@21c
Calfskins	14½ @15c	15½ @16c	15 @16½c
Kips	@14n	@14n	@15c
Slunks, regular	.50 @77½c	50 @77½c	@1.00
Slunks, hairless	25 @30n	25 @30n	25 @30c

COUNTRY HIDES.			
	Week ending June 19, '26.	Week ending June 12, '26.	Cor. week, 1925.
Heavy steers	9 @ 9½c	9 @ 9½c	12 @12½c
Heavy cows	9 @ 9½c	9 @ 9½c	11 @11½c
Butts	9½ @10c	9½ @10c	11 @11½c
Extremes	12 @13c	12 @13c	13½ @14½c
Bulls	7 @ 7c	8¼ @ 8c	9¼ @10c
Calfskins	12½ @13c	12½ @13c	14½ @16c
Kips	11½ @12c	11½ @12c	13 @13½c
Light calf	8.65 @9.70	8.65 @9.70	\$9.90 @1.00
Deacons	8.55 @9.60	8.55 @9.60	\$9.80 @1.00
Slunks, regular	8.55 @9.60	8.55 @9.60	\$9.80 @1.00
Slunks, hairless	8.15 @9.20	8.15 @9.20	\$9.20 @9.35
Horsehides	4.50 @4.50	4.50 @4.50	\$4.25 @4.25
Hogskins	20.20 @20.25	20.20 @20.25	\$20.25 @20.30

SHEEPSKINS.			
	Week ending June 19, '26.	Week ending June 5, '26.	Cor. week, 1925.
Large packers	\$1.75 @2.25	\$1.75 @2.25	\$2.25 @2.75
Small packers	\$2.50 @2.85	\$2.50 @2.85	\$3.25 @3.75
Pkrs. shearings	\$1.27½ @1.30	\$1.27½ @1.30	\$1.20 @1.25
Dry pelts	\$0.20 @0.23	\$0.20 @0.23	\$0.30 @0.31

ICE AND REFRIGERATION

ICE NOTES.

A number of improvements and additions to the cold storage plant of the Peshastin Fruit Growers' Association in Wenatchee, Wash., are now under way. When completed the plant will be the largest in that district, it is claimed.

Tennessee Egg Company plans to erect a new cold storage plant in Meridian, Miss., at a cost of around \$30,000.

Modesto Refrigerating Company plans to build a new cold storage plant in Modesto, Calif., at a cost of \$140,000.

Columbia Ice & Cold Storage Company has let contract for the erection of a new ice depot on S. Garden street, Columbia, Tenn.

A new ice plant is being built at 255 W. Lafayette street, Jackson, Tenn.

It is reported that the City State In-

vestment Company, 128 N. Wells street, Chicago, has acquired a building in Bay Springs, Miss., and is installing an 8-ton capacity ice plant.

THERMOMETER IN PIPE LINE.

Probably more "false alarms" with regard to the performance or efficiency of power plant equipment, such as water heaters, intercoolers, etc., have resulted from the inaccurate thermometer readings than from any other cause. Especially is this so where there are small pipe lines, the most general reason is that the thermometer wells are usually located in pocketed locations or are not properly immersed in the flow area.

A very satisfactory method of installing a well thermometer in a small pipe line is made up of a cross inserted in the line, plugged at the bottom, and taking the thermometer socket in the top, either direct or through a reducing bushing.

Such an arrangement usually brings the bulb of the thermometer right in the line of flow, but because of the increased cross sectional area through the cross, it does not offer any material obstruction to the flow.

Whenever trouble is experienced or reported from low or incorrect temper-

atures, it is always well to first check the thermometer to make sure that it is properly calibrated and that the scale has not been moved out of position.

Secondly, check the location of the thermometer well to make sure that it is so located in the flow that it comes in contact with and is making a record of the true temperature.—Harry B. Stevens in *Refrigerating World*.

SLAUGHTER REPORTS.

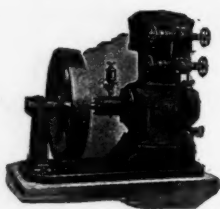
Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending June 12, 1926:

CATTLE.			
	Week ending June 12.	Prev. week.	Cor. 1925.
Chicago	38,059	31,009	27,702
Kansas City	23,319	23,959	28,044
Omaha	24,486	25,334	17,975
East St. Louis	9,617	10,866	18,481
St. Joseph	9,118	8,408	8,382
Sioux City	11,242	8,175	5,639
Cudahy	1,452	824	696
Fort Worth	8,811	9,487	11,196
Philadelphia	2,286	2,289	2,217
Indianapolis	4,281	4,026	838
Boston	1,589	1,674	1,203
New York and Jersey City	10,319	9,614	9,537
Oklahoma City	4,485	5,472	7,484
Total	149,564	142,415	140,054

HOGS.			
Chicago	98,656	85,800	118,300
Kansas City	43,008	40,085	29,944
Omaha	44,452	41,509	64,427
East St. Louis	35,253	30,711	39,934
St. Joseph	29,719	28,637	25,475
Sioux City	37,315	28,823	50,328
Cudahy	9,939	10,809	22,167
Fort Worth	3,409	4,064	5,572
Philadelphia	17,129	14,773	12,560
Indianapolis	30,261	24,322	26,645
Boston	20,132	15,889	16,535
New York and Jersey City	37,354	37,285	35,188
Oklahoma City	5,340	5,593	3,954
Total	412,267	378,100	450,399

SHEEP.			
Chicago	57,675	48,156	52,255
Kansas City	20,317	30,874	18,025
Omaha	28,540	20,849	20,108
East St. Louis	13,753	10,467	15,828
St. Joseph	14,141	18,735	9,073
Sioux City	2,818	1,876	716
Cudahy	241	405	277
Fort Worth	15,242	22,892	1,444
Philadelphia	4,837	5,156	4,107
Indianapolis	1,607	881	731
Boston	6,717	4,327	7,169
New York and Jersey City	46,528	42,133	38,071
Oklahoma City	140	167	169
Total	212,565	206,918	174,024

Cold Facts

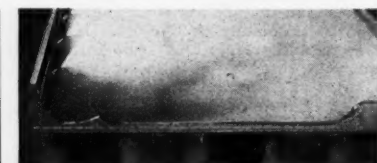


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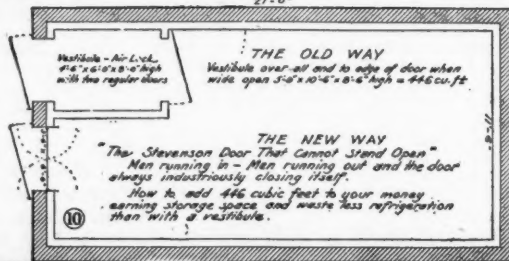
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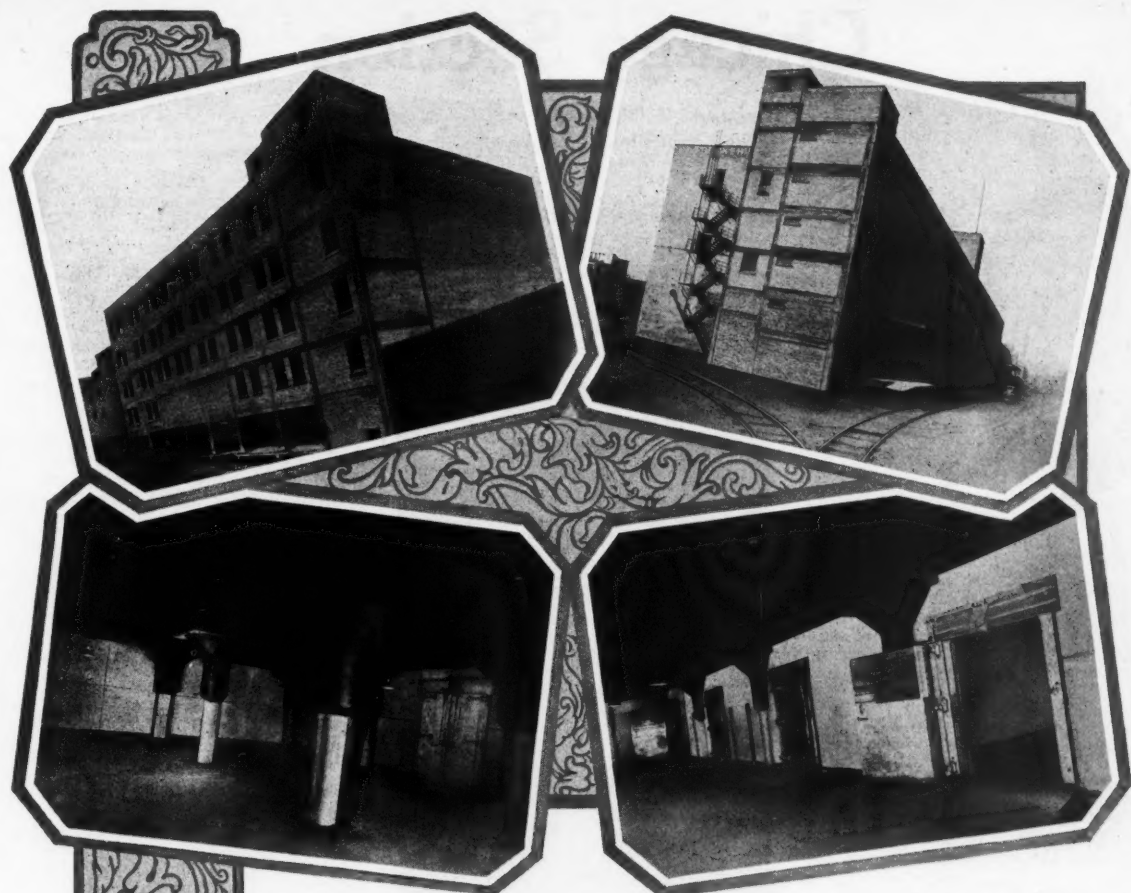
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All ceiling corkboard was finished with Crescent Sealtite Mastic, a waterproof, seamless, pliable finish. (Note interior views above.) Walls were plastered with Portland Cement Plaster.

The materials and workmanship on all of this work were the finest obtainable. These coolers are indeed the very last word in modern insulation.

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& Cork Insulation Co.—Agent.

Chicago Section

The return of Frederick W. Dold to Wichita, Kans., as vice president and Western manager of the Jacob Dold Packing Company, will be hailed with joy by his many friends west of the Mississippi.



Mr. Dold has been a director of the company for many years, looking after its Western interests. Upon the death of his brother, Jacob C. Dold, president, he was called to Buffalo to take executive charge of the activities of the company. Now that the Buffalo re-organization has been completed, he has returned to Wichita, where he has a beautiful home and a wide circle of friends. The management of both the Wichita and Omaha organizations will be under Mr. Dold's direct supervision.

F. L. Bisbee, who was assistant to L. H. Heymann in charge of the branch house and beef department for Morris & Co. for a number of years, and later general manager of Jos. Stern & Sons Co., New York City, is now sales manager and in charge of the beef department of the Albert Lea Packing Co., Albert Lea, Minn. Mr. Bisbee is one of the best known men in the trade.

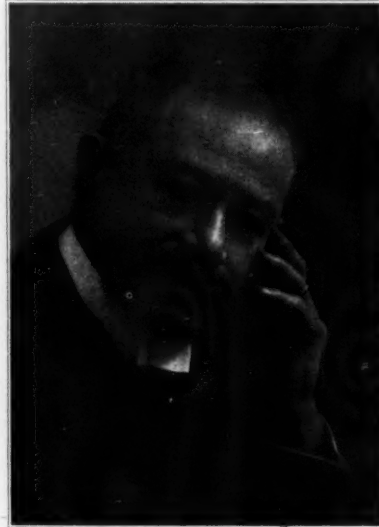
Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, June 12, 1926, on shipments sold out were as follows: Cows, common to good, 10.50@14c; steers, common to medium, 13@15.50c; steers, good to choice, 16@19c; and averaged 14.34 cents per pound.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 40,198 cattle, 11,997 calves, 70,693 hogs and 43,244 sheep.

DEATH OF ERNST ASCHER.

Cable reports to this country tell of the recent death of Ernst Ascher, head of the well-known firm of E. Ascher & Co., Hamburg, Germany. Mr. Ascher was one of the best-known provision men in Europe, and had a host of friends on this side of the Atlantic as well. For 35 years his firm had been the German representatives of The Cudahy Packing Co., Chicago.

The firm was founded in 1881 by Ernst Ascher and his brother Franz, and originally dealt largely in butter. In 1886 the concern



THE LATE ERNST ASCHER.

began to handle margarine, which was then beginning to enjoy a large consumption in Germany. Gradually oleo oil, cottonseed oil and other products were taken on.

In 1891 an agreement was entered into between E. Ascher & Co., and The Cudahy Packing Co., whereby the former represented the latter in the sale of their provisions throughout Germany.

Provision shipments from Chicago for the week ending June 12, 1926, with comparisons, are reported as follows:

	Last week.	Prev. week.	Cor. week, 1925.
Cured meats, lbs.....	19,216,000	15,224,000	17,896,000
Fresh meats, lbs.....	42,903,000	35,911,000	40,617,000
Lard, lbs.....	5,435,000	5,768,000	10,272,000

A. L. Eberhart, of Cross, Roy, Eberhart and Harris, left the city early Friday morning in his machine for a fishing trip in the North Woods of Wisconsin. He plans to be gone about a week, and will devote his attention to bass and "muskies."

V. J. Bullen, head of the oleo oil department of Swift & Company, who has been in Europe for several months studying conditions there, sends a post card from Rotterdam with greetings to "the bunch." He expects to sail for home shortly.

The golf game of Frank A. Hunter, president of the East Side Packing Co., E. St. Louis, Ill., is getting better and better. Last Sunday he made a hole in one, thereby equaling Bert Cross' recent achievement in California.

D. E. Hoche, secretary of the Miles Packing Co., Cape Girardeau, Mo., was in the city this week looking over some of the Chicago plants, and getting pointers for his business. Mr. Hoche is one of those willing to learn.

G. D. Strauss, vice-president and general manager of the Memphis Packing Corporation, Memphis, Tenn., was a Chicago visitor early in the week.

Vice-president D. P. Cosgrove of Sterne & Son Co., well-known Chicago brokers, spent a few days in Kansas City last week calling on the trade.

W. W. Krenning, of the St. Louis Independent Packing Co., St. Louis, Mo., was in the city late last week.

T. G. Frank, of Wilbur Ellis & Co., Los Angeles, Calif., was in the city late last week.

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230 Fifth Ave., New York

FIGHT ON BEDDING CHARGES.

Eastern lines have served notice of their intention to instigate a new movement to increase the charge for bedding furnished for livestock cars in official classification territory. A conference was held between these eastern lines and interested packers and shippers in Chicago on May 19, at which time the railroads announced their intentions.

Although the Interstate Commerce Commission definitely announced its decision on this bedding many months ago, there are still certain "die hard" railroad men who insist upon setting their own opinions ahead of those of the Interstate Commerce Commission. It is said that traffic and legal representatives of the Nickle Plate Railroad have probably been the most active proponents of the plan to increase these charges.

Protestants who are opposing the proposed increase criticize these carriers who fail to provide themselves with suitable facilities for installing bedding, and then expect to pass on to the shipper the full charges made by other agencies supplying the bedding.

The Oklahoma Livestock Exchange has filed a petition asking that the general bedding case be reopened, so it is apparent that the next few months will witness new fights in all territories on the proposed new bedding rules.

LIVESTOCK RATES ATTACKED.

In a formal complaint filed in behalf of a number of Southern packers, the service department of the Kennett-Murray Livestock Buying Organization attacks the present livestock rates from Chicago, Detroit, Fort Wayne, Fort Worth, Indianapolis, Kansas City, LaFayette, National Stock Yards, Oklahoma City, Sioux City, Sioux Falls, South Omaha, St. Joseph, and Wichita to one or more of the following points in the South:

Andalusia, Ala.; Anniston, Ala.; Asheville, N. C.; Augusta, Ga.; Birmingham, Ala.; Charlotte, N. C.; Chattanooga, Tenn.; Chiple, Fla.; Columbia, S. C.; Columbus, Ga.; Greenville, Tenn.; Greenville, S. C.; Jackson, Miss.; Jackson, Tenn.; Jacksonville, Fla.; Johnson City, Tenn.; Knoxville, Tenn.; Macon, Ga.; Mobile, Ala.; Montgomery, Ala.; Morristown, Tenn.; Moultrie, Ga.; Nashville, Tenn.; New Orleans, La.; Norton, Va.; Raleigh, N. C.; Savannah, Ga.; Selma, Ala.; Selma, N. C.; Statesboro, Ga.; Tampa, Fla.; Union City, Tenn.; Waycross, Ga.; Wilmington, N. C.; Winston-Salem, N. C.

The present rates are alleged to be unjust and unreasonable in violation of Section 1 of the Interstate Commerce Act. They also allege discrimination by the Frisco lines in granting lower rates to points on and west of the Mississippi River than to Birmingham, and charge that the lines have given meat products preferential treatment over the live animals.

Specific complaint is also made against the rule of the western lines which prohibits the handling of certain small-stock in double deck cars. Reparation is asked.

The following packers are specifically named as complainants, others being included as customers of the Kennett-Murray house:

Alabama Packing Company, Birmingham, Ala.; J. H. Allison & Company, Chattanooga, Tenn.; W. H. Balentine, Greenville, S. C.; B. Bettis, Atlanta, Ga.;

Birmingham Packing Company, Birmingham, Ala.; Butler Provision Company, Savannah, Ga.; City Packing Company, Anniston, Ala.; East Tennessee Packing Company, Knoxville, Tenn.; Farris & Company, Jacksonville, Fla.; Florida Live Stock Exchange, Jacksonville, Fla.; T. L. Lay Packing Company, Nashville, Tenn.; Power Packing Plant, Incorporated, Nashville, Tenn.; Savannah Abattoir & Packing Company, Savannah, Ga.; J. P. Simpson, Atlanta, Ga.

PERISHABLE FREIGHT DOCKET.

The subjects listed below will be given consideration by the National Perishable Freight Committee at a hearing to be held at committee headquarters, 308 Union Station Building, 516 West Jackson Blvd., Chicago, June 29, 1926, 9:00 A. M. Standard Time.

Shippers desirous of presenting their views may appear before the committee or communicate with the chairman prior to the date mentioned.

Subject No. 1290, Delivery of cars on team tracks with bunkers $\frac{3}{4}$ full moving under standard refrigeration service; 1505, Allowance for decking on traffic moving under standard refrigeration service; 1542, Handling sweet potatoes under ventilation; 1543, Handling perishable commodities under protective service; 1548, Transporting deciduous fruits California to interstate points priced by carrier and subsequently precooled by shippers; 1559, Return of cars equipped by shippers with false floors; 1561, Minimum charge for salt supplied to shipments transported under standard refrigeration service.

All of the above subjects were docketed by carrier.

CUDAHY EMPLOYEES' PICNIC.

The third annual picnic and field day of the Cudahy Packing Company, Chicago, was held June 16, at Grand Beach, Mich. The entire office was closed for the day, and more than 400 people enjoyed themselves to the utmost. A special train was chartered to take the party to the picnic grounds and return.

An elaborate program of sports and entertainment was worked out, including baseball, golf, tennis, swimming, etc. Suitable prizes were awarded in each contest, which stimulated interest in all events. A local talent vaudeville show and dancing closed the day.



A HOOSIER KNOWS HOW TO FISH.

John Schmadel (at extreme right), president of the Schmadel Packing Co., Evansville, Ind., shows the results of his early training "on the banks of the Wabash" by the string he got fishing in the Gulf near Palmetto, Florida.

CHICAGO LIVESTOCK.

	RECEIPTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 7.....	21,133	4,537	36,429	14,702
Tues., June 8.....	10,147	4,347	23,121	7,141
Wed., June 9.....	9,853	3,170	14,049	14,085
Thur., June 10.....	9,829	4,361	28,412	9,954
Fri., June 11.....	3,327	1,979	17,851	12,291
Sat., June 12.....	544	560	3,470	8,913
Totals last week.....	54,063	16,954	124,288	67,950
Previous week.....	59,721	19,172	118,863	65,830
Year ago.....	49,175	18,280	146,278	58,518
2 years ago.....	61,581	13,374	170,242	63,580

	SHIPMENTS.			
	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 7.....	7,001	3	7,482	573
Tues., June 8.....	2,726	...	5,119	4,479
Wed., June 9.....	2,678	10	2,620	1,111
Thur., June 10.....	1,958	16	3,958	768
Fri., June 11.....	1,244	1	5,005	2,188
Sat., June 12.....	97	...	1,098	1,165

Totals last week.....	15,704	30	25,282	10,284
Previous week.....	16,908	5	29,059	8,375
Year ago.....	11,931	472	26,576	3,989
2 years ago.....	19,081	191	39,728	8,380

Receipts at Chicago Stock Yards thus far this year to June 12, with comparative totals:

	1926.	1925.
Cattle.....	1,327,552	1,283,114
Calves.....	369,847	442,496
Hogs.....	3,359,782	4,140,607
Sheep.....	1,801,751	1,717,418

Combined weekly hog receipts at eleven markets for week ending June 12, with comparisons:

	Week.	Year to date.
Week ending June 12.....	517,000	12,611,000
Previous week.....	491,800	12,590,000
1925.....	588,000	15,590,000
1924.....	680,000	18,788,000
1923.....	657,000	17,949,000
1922.....	629,000	13,474,000

Combined receipts at seven markets for the week ending June 12, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending June 12.....	195,000	437,000	176,000
Previous week.....	200,000	416,000	201,000
1925.....	168,000	507,000	146,000
1924.....	190,000	537,000	165,000
1923.....	165,000	537,000	139,000
1922.....	193,000	519,000	181,000

Combined receipts at seven points for 1926 to June 12, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	4,395,000	10,839,000	4,592,000
1925.....	4,134,000	13,312,000	4,355,000
1924.....	4,327,000	15,539,000	4,200,000
1923.....	4,307,000	14,914,000	4,500,000
1922.....	3,967,000	11,016,000	4,145,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average	Number weight—	Prices—
	received, lbs.	Top.	Average.
*This week.....	124,800	251	\$15.10 \$14.45
Previous week.....	118,683	252	14.65 13.90
1925.....	146,278	285	12.05 12.10
1924.....	176,242	237	7.00 7.00
1923.....	181,325	240	7.30 6.65
1922.....	170,854	239	10.30 10.35
1921.....	171,948	238	8.30 7.95

Av. 1921-1925.....109,000 238 \$ 9.30 \$ 8.80

*Receipts and average weights for week ending June 12, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
*Week ending June 12.....	\$ 9.00	\$14.45	\$ 6.10	\$17.70
Previous week.....	9.00	13.90	6.50	16.00
1925.....	10.45	12.10	5.90	15.00
1924.....	9.75	7.00	5.90	16.50
1923.....	10.00	6.65	5.65	15.05
1922.....	8.90	10.35	6.75	11.35
1921.....	7.95	7.95	4.05	9.80

Av. 1921-1925.....\$ 9.40 \$ 8.80 \$ 5.55 \$13.05

*Lowest since 1915.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending June 12.....	39,300	124,800	58,700
Previous week.....	42,813	80,804	57,555
1925.....	37,244	119,702	54,549
1924.....	42,500	137,514	55,200
1923.....	32,176	149,059	41,143

*Saturday, June 12, estimated.

Chicago packers hog slaughters for the week ending June 12, 1926:

Armour & Co.....	8,000
Anglo-American.....	3,400
Swift & Co.....	7,000
Hammond Co.....	3,900
Morris & Co.....	5,700
Wilson & Co.....	10,300
Boyd-Lanham.....	3,600
Western Pkg. Co.....	8,000
Roberts & Oake.....	5,000
Miller & Hart.....	4,500
Independent Pkg. Co.....	5,900
Brennan Pkg. Co.....	5,900
Agar Pkg. Co.....	2,000
Others.....	20,200

Totals.....	53,400
Previous week.....	55,900
1925.....	118,300
1924.....	146,000
1923.....	161,200

(For Chicago livestock prices see page 40.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, June 17, 1926.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@28
10-12 lbs. avg.	@28
12-14 lbs. avg.	@27 1/2
14-16 lbs. avg.	@27 1/2
16-18 lbs. avg.	@27 1/2
18-20 lbs. avg.	@27 1/2
Skinned Hams—	
14-16 lbs. avg.	@30
16-18 lbs. avg.	@29 1/2
18-20 lbs. avg.	@29
20-22 lbs. avg.	@27 1/2
22-24 lbs. avg.	@26 1/2
24-26 lbs. avg.	@25 1/2
26-30 lbs. avg.	@25 1/2

Pienice—	
4-6 lbs. avg.	@20 1/2
6-8 lbs. avg.	@18 1/2
8-10 lbs. avg.	@18
10-12 lbs. avg.	@17 1/2
12-14 lbs. avg.	@17 1/2

Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@31
8-10 lbs. avg.	@29 1/2
10-12 lbs. avg.	@27 1/2
12-14 lbs. avg.	@25 1/2
14-16 lbs. avg.	@24 1/2

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@20
10-12 lbs. avg.	@20
12-14 lbs. avg.	@20
14-16 lbs. avg.	@20
16-18 lbs. avg.	@20
18-20 lbs. avg.	@20

Bolling Hams—(house run)	
10-12 lbs. avg.	@20 1/2
12-14 lbs. avg.	@20 1/2
14-16 lbs. avg.	@20 1/2
16-18 lbs. avg.	@20 1/2
18-20 lbs. avg.	@20 1/2

Skinned Hams—	
14-16 lbs. avg.	@30 1/2
16-18 lbs. avg.	@30
18-20 lbs. avg.	@30
20-22 lbs. avg.	@29
22-24 lbs. avg.	@28
24-26 lbs. avg.	@27
26-30 lbs. avg.	@26

Pienice—	
4-6 lbs. avg.	@20 1/2
6-8 lbs. avg.	@18 1/2
8-10 lbs. avg.	@18
10-12 lbs. avg.	@17 1/2
12-14 lbs. avg.	@17 1/2

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@31
8-10 lbs. avg.	@29 1/2
10-12 lbs. avg.	@27 1/2
12-14 lbs. avg.	@25 1/2
14-16 lbs. avg.	@24 1/2

Dry Salt Meats.

Extra short clears, 35/45.	@18 1/2
Extra short ribs, 35/45.	@18 1/2
Regular plates, 6-8.	@15 1/2
Clear plates, 4-6.	@13 1/2
Jowl butts	@13 1/2

Fat Backs—	
8-10 lbs. avg.	@13 1/2
10-12 lbs. avg.	@14
12-14 lbs. avg.	@14 1/2
14-16 lbs. avg.	@14 1/2
16-18 lbs. avg.	@14 1/2
18-20 lbs. avg.	@15
20-25 lbs. avg.	@15 1/2

Clear Bellies—	
14-16 lbs. avg.	@21
16-18 lbs. avg.	@20 1/2
18-20 lbs. avg.	@20 1/2
20-25 lbs. avg.	@19 1/2
25-30 lbs. avg.	@19
30-35 lbs. avg.	@18 1/2
35-40 lbs. avg.	@18 1/2
40-50 lbs. avg.	@18 1/2

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 12, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.52 1/2	16.65	16.52 1/2	16.55
Sept.	16.77 1/2	16.92 1/2	16.75	16.80
Oct.	16.77 1/2	16.90	16.72 1/2	16.77 1/2
CLEAR BELLIES—				
July	19.00	19.00	18.80	18.80
Sept.	19.20	19.20	18.80	18.95
SHORT RIBS—				
July	18.37 1/2	18.37 1/2	18.37 1/2	18.37 1/2
Sept.				17.95

MONDAY, JUNE 14, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.52 1/2	16.52 1/2	16.35	16.37 1/2
Aug.				16.52 1/2 n
Sept.	16.77 1/2	16.77 1/2	16.60	16.62 1/2 b
Oct.	16.70	16.70	16.57 1/2	16.60
Jan.	14.75	14.85	14.75	14.77 1/2 ax
CLEAR BELLIES—				
July	18.00	18.00	18.00	18.00
Sept.	18.85	18.85	18.80	18.80ax
Oct.				18.70n
SHORT RIBS—				
July				18.37 1/2 n
Sept.				17.95n

TUESDAY, JUNE 15, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.32 1/2	16.52 1/2	16.32 1/2	16.52 1/2 b
Aug.				16.72 1/2 n
Sept.	16.62 1/2-00	16.80	16.57 1/2	16.80
Oct.	16.55-00	16.80	16.55	16.80
Jan.				14.80b
CLEAR BELLIES—				
July	18.80	18.92 1/2	18.75	18.92 1/2 b
Sept.	18.90	19.10	18.90	19.10b
Oct.				19.00n
SHORT RIBS—				
July	17.95	18.02 1/2	17.95	18.50b
Sept.				18.02 1/2 b

WEDNESDAY, JUNE 16, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.75	16.75	16.60	16.60
Aug.				16.76ax
Sept.	16.95-17.00	17.00	16.85	16.85
Oct.	16.87 1/2-95	16.97 1/2	16.82 1/2	16.82 1/2
Jan.	15.00	15.00	14.85	14.85ax
CLEAR BELLIES—				
July				18.87 1/2 ax
Sept.				19.00ax
Oct.				18.90n
SHORT RIBS—				
July				18.45ax
Sept.				18.00ax

THURSDAY, JUNE 17, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.00	16.02 1/2	16.40	16.40ax
Aug.				16.55n
Sept.	16.85	16.90	16.62 1/2	16.62 1/2 b
Oct.	16.82 1/2-80	16.87 1/2	16.62 1/2	16.62 1/2 ax
Jan.	14.75	14.75	14.65	14.65ax
CLEAR BELLIES—				
July	18.87 1/2	18.87 1/2	18.85	18.85ax
Sept.				18.95ax
Oct.				18.85n
SHORT RIBS—				
July	18.20	18.25	18.20	18.25
Sept.	18.15	18.15	17.95	17.95ax

FRIDAY, JUNE 18, 1926.

	Open.	High.	Low.	Close.
LARD—				
July	16.50	16.57 1/2	16.45	16.45ax
Aug.				16.57 1/2 n
Sept.	16.80	16.85	16.67 1/2-70	16.67 1/2-70
Oct.	16.77 1/2	16.85	16.65-67 1/2	16.65-67 1/2
Jan.	14.65	14.65	14.55	14.55ax
CLEAR BELLIES—				
July				18.87 1/2 b
Sept.	19.00	19.00	18.95	19.00b
Oct.				18.90n
SHORT RIBS—				
July	18.12 1/2	18.12 1/2	18.05	18.05ax
Sept.				17.80ax

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, June 17, 1926, with comparisons, were as follows:

	Week ending June 17.	Prev. week.	Cor. week. 1925.
Armour & Co.	6,445	5,150	7,132
Anglo-Amer. Prov. Co.	3,505	2,253	2,071
Swift & Co.	8,375	5,149	9,167
G. H. Hammond Co.	4,000	2,970	5,062
Morris & Co.	5,782	5,404	5,211
Wilson & Co.	7,001	6,020	7,795
Boyd-Lunham Co.	4,188	3,336	4,817
Western Pkg. & Prov. Co.	9,408	8,695	7,950
Roberts & Onke	4,273	6,038	4,430
Miller & Hart	3,903	3,881	3,664
Independent Packing Co.	5,947	4,065	6,617
Brennan Packing Co.	5,650	4,750	7,074
Agar Packing Co.	2,200	1,950	1,900
Total	70,737	59,670	72,869

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1	No. 2	No. 3.
Rib roast, heavy end.	25	22	12
Rib roast, light end.	30	28	20
Chuck roast	26	20	14
Steaks, round	45	35	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	60	30
Legs	55	35
Stews	20	15
Chops, shoulder	30	25
Chops, ribs and loin	70	30

Mutton.

Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	34	@36
Loins, whole, 10@12 avg.	32	@34
Loins, whole, 12@14 avg.	30	@32
Loins, whole, 14 and over.	28	@30
Chops	35	@40
Shoulders	25	@25
Butts	30	@30
Spareribs	25	@25
Hocks	30	@30
Leaf lard, unrendered	..	@14

Veal.

Hindquarters	28	@38
Forequarters	18	@24
Legs	24	@35
Breasts	14	@18
Shoulders	12	@24
Cutlets	..	@50
Rib and loin chops	..	@40

Butchers' Offal

Suet	..	@ 6
Shop fat	..	@ 3
Bones, per 100 lbs.	..	@50
Calf skins	..	@15
Klips	..	@15
Deacons	..	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. 1. Chicago.	0%	0%
Double refined saltpetre, gran., 1. c. 1.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	3%	3%
N. Y. S. S. carloads	3%	3%
Less than carloads, granulated.	4%	4
Crystals	5%	5
Kega, 100@130 lbs., 1c more.	..	..
Boric acid, in carloads, powdered, in bbls.	9	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more.	9 1/2	9%
In bbls. in less than 5-ton lots.	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	\$7.00
bulk	..	..
Medium, car lots, per ton, f.o.b. Chicago,	..	..
bulk	..	9.10
Rock, car lots, per ton, f. o. b. Chicago.	..	8.30
Sugar—		
Raw sugar, 96 basis.	..	@4.35
Second sugar, 90 basis.	..	@4.00
Syrup, testing 63 and 65 combined sucrose and invert	..	@31
Standard granulated f.o.b. refiners (2%)	..	@5.70
Plantation granulated f.o.b. New Orleans less (2%)	..	Nons

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending June 19, 1925.	Cor. week, 1925.
Prime native steers.....	17 @18 1/2	18 @19
Good native steers.....	15 @17	17 @18
Medium steers.....	13 @16	14 @16
Heifers, good.....	13 @18	13 @18
Cows.....	10 @14	8 @13
Hind quarters, choice.....	24 @25	25 @26
Fore quarters, choice.....	15 @15	14 @14

Beef Cuts.

Steer Loins, No. 1.....	@31	@31
Steer Loins, No. 2.....	@28	@29
Steer Short Loins, No. 1.....	@40	@40
Steer Short Loins, No. 2.....	@35	@36
Steer Loin Ends (hips).....	@23	@24
Steer Loin Ends, No. 1.....	@22	@23
Cow Loins.....	@21	@22
Cow Short Loins.....	@20	@20
Cow Loin Ends (hips).....	@17	@18
Steer Ribs, No. 1.....	@20	@20
Steer Ribs, No. 2.....	@19	@19
Cow Ribs, No. 1.....	@16	@16
Cow Ribs, No. 2.....	@16	@16
Cow Ribs, No. 3.....	@12	@12
Steer Rounds, No. 1.....	16 1/2 @17	17 1/2 @18
Steer Rounds, No. 2.....	18 @16 1/2	19 @17 1/2
Steer Chucks, No. 1.....	@12	@12
Steer Chucks, No. 2.....	@11 1/2	@11 1/2
Cow Rounds.....	@15 1/2	@16 1/2
Cow Chucks.....	@10	@10
Steer Plates.....	@11	9 1/2 @12 1/2
Medium Plates.....	@11	@11
Briskets, No. 1.....	@17	@18
Briskets, No. 2.....	@13	@14
Steer Navel Ends.....	@8	@8
Cow Navel Ends.....	@8	@8
Fore Shanks.....	@7 1/2	@7 1/2
Hind Shanks.....	@7 1/2	@7 1/2
Rolls.....	@20	@20
Strip Loins, No. 1, boneless.....	@50	@50
Strip Loins, No. 2.....	@45	@45
Strip Loins, No. 3.....	@35	@35
Sirloin Butts, No. 1.....	@30	@30
Sirloin Butts, No. 2.....	@25	@25
Sirloin Butts, No. 3.....	@15	@15
Beef Tenderloins, No. 1.....	@75	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@17
Flank Steaks.....	@14	@14
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	11 1/2 @12 1/2	8 @9
Hearts.....	20 1/2 @22	20 @20
Tongues.....	@32	@30
Sweetbreads.....	@32	@30
Ox-Tail, per lb.....	5 @9	5 @8
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.....	@4 1/2	@4 1/2
Livers.....	9 1/2 @12	10 1/2 @11 1/2
Kidneys, per lb.....	10 @10 1/2	10 @10

Veal.

Choice Carcasses.....	20 @22	16 @17
Good Carcasses.....	16 @19	10 @15
Good Saddles.....	20 @20	18 @15
Good Backs.....	12 @17	6 @12
Medium Backs.....	9 @11	6 @6

Veal Products.

Brains, each.....	14 @15 1/2	9 @10
Sweetbreads.....	45 @50	34 @35
Calf Livers.....	37 @38	

Lamb.

Choice Lamb.....	@34	@31
Medium Lamb.....	@32	@29
Choice Saddles.....	@34	@35
Medium Saddles.....	@32	@32
Choice Fores.....	@28	@28
Medium Fores.....	@26	@26
Lamb Fries, per lb.....	@32	@31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@10	@8
Light Sheep.....	@15	@14
Heavy Saddles.....	@12	@12
Light Saddles.....	@18	@17
Heavy Fores.....	@8	@8
Light Fores.....	@12	@12
Mutton Legs.....	@18	@20
Mutton Loins.....	@20	@15
Mutton Stew.....	@12	@7
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@25	@18
Pork Loins, 8 @10 lbs. avg.....	@30	23 @24
Hams.....	@30	@22
Bellics.....	@26	@26
Calas.....	@19	@19
Skinned Shoulders.....	19 1/2 @20	14 @15
Tenderloins.....	@55	@42
Spare Ribs.....	15 @16	@13
Leaf Lard.....	15 @16	@18
Back Fat.....	15 @16	@15
Butts.....	@25	20 @21
Hocks.....	@15	@12
Tails.....	@16	@12
Neck Bones.....	5 @6	@6
Tail Bones.....	@12	@12
Slop Bones.....	@9	@9
Blade Bones.....	@15	@6
Pigs Feet.....	8 @9	8 @9
Kidneys, per lb.....	10 @11	@9
Livers.....	@5	@5
Brains.....	17 1/2 @18	@8
Ears.....	@9	@8
Snouts.....	@9	@8 1/2
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@29
Country style sausage, fresh in link.....	@21
Country style sausage, fresh in bulk.....	@19
Country style sausage, smoked.....	@18
Mixed sausage, fresh.....	@25
Frankfurts in sheep casings.....	@22
Bologna in beef bungs, choice.....	@19
Bologna in beef middles, choice.....	@17
Bologna in cloth, paraffined, choice.....	@23
Liver sausage in hog bungs.....	@14
Liver sausage in beef rounds.....	@16
Head cheese.....	@23
New England luncheon specialty.....	@23
Liberty luncheon specialty.....	@17
Mixed luncheon specialty.....	@16
Tongue sausage.....	@19
Blod sausage.....	@19
Polish sausage.....	@18
Souze.....	@18

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@54
Cervelat, new condition, in hog bungs.....	@24
Cervelat, new condition, in beef middles.....	@24
Thuringer Cervelat.....	@27
Farmstead Sausage.....	@32
Holsteiner Sausage.....	@31
B. C. Salami, choice.....	@50
Milano Salami, choice, in hog bungs.....	@51
B. C. Salami, new condition.....	@27
Frisses, choice, in hog middles.....	@45
Genoa style Salami.....	@43
Pepperoni.....	@27
Mortadella, new condition.....	@58
Capicola.....	@47
Italian style hams.....	@50
Virginia style hams.....	@50

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	13 @13 1/2
Special lean pork trimmings.....	@22
Extra lean pork trimmings.....	@23 1/2
Neck bone trimmings.....	@18
Pork cheek meat.....	13 1/2 @14
Pork hearts.....	@8
Fancy boneless bull meat (heavy).....	12 1/2 @12 1/2
Boneless chucks.....	11 1/2 @11 1/2
Shank meat.....	@10 1/2
No. 1 beef trimmings.....	10 1/2 @10 1/2
Beef hearts.....	@9
Beef cheeks, trimmed.....	@19
Dr. canner chucks, 300 lbs. and up.....	8 1/2 @8 1/2
Dr. cutters, 400 lbs. and up.....	9 1/2 @9 1/2
Dr. bologna bulls, 500-700 lbs.....	10 1/2 @10 1/2
Cured pork tongues (can. trm.).....	17 1/2 @18

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@29
Beef rounds, domestic, 140 sets per tierce, per set.....	@32c
Beef rounds, export, 225 sets per tierce, per set.....	@33
Beef middles, 110 sets, per tierce, per set.....	@1.50
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@22
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@15
Beef Weasands, No. 1, per piece.....	@13
Beef weasands, No. 2, per piece.....	@6
Beef bladders, small, per dozen.....	@1.45
Beef bladders, large, per dozen.....	@1.85
Beef bladders, large, per doz.....	@2.00
Hog casings, medium, per bd. 100 yds.....	@2.25
Hog casings, narrow, per lb. f. o. s.....	@3.00
Hog middles, without cap, per set.....	@17
Hog middles, with cap, per set.....	@17
Hog bungs, export.....	@36
Hog bungs, large prime.....	@28
Hog bungs, medium.....	@20
Hog bungs, small prime.....	@10
Hog bungs, small prime.....	@10
Hog stomachs, per piece.....	@8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	65.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

BARELED PORK AND BEEF.

Mess pork, regular.....	\$40.00
Family back pork, 20 to 34 pieces.....	42.00
Family back pork, 35 to 45 pieces.....	43.00
Clear back pork, 40 to 50 pieces.....	32.00
Clear plate pork, 25 to 35 pieces.....	@30.00
Clear plate pork, 35 to 45 pieces.....	@29.00
Brisket pork.....	@34.50
Bean pork.....	@28.50
Plate beef.....	24.50
Extra plate beef, 200-lb. bbls.....	26.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@3.15
Red oak lard tierces.....	2.27 1/2 @2.30
White oak lard tierces.....	2.47 1/2 @2.52 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@21 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago.....	@21
(30 and 60 lb. solid packed tubs, 1c per lb. loss.)	
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@17

DRY SALT MEATS.

Extra short clears.....	@18 1/2
Extra short ribs.....	@18 1/2
Short clear middles, 60-lb. avg.....	@19
Clear bellies, 14 @16 lbs.....	@21
Clear bellies, 18 @20 lbs.....	@20 1/2
Clear bellies, 25 @30 lbs.....	@19 1/2
Rib bellies, 20 @25 lbs.....	@19 1/2
Rib bellies, 25 @30 lbs.....	@19 1/2
Fat backs, 10 @12 lbs.....	@14
Fat backs, 12 @14 lbs.....	@14 1/2
Fat backs, 14 @16 lbs.....	@14 1/2
Regular plates.....	@15 1/2
Butts.....	@13 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lbs.....	@38 1/2
Skinned hams, fancy, 16 @18 lbs.....	@38 1/2
Standard regular hams, 12 @16 lbs.....	34 1/2 @34 1/2
Picnic, 6 @8 lbs.....	@23 1/2
Standard bacon, 4 @8 lbs.....	@30
Standard bacon, 10 @12 lbs.....	@34 1/2
Standard bacon, 12 @14 lbs.....	@32 1/2
Standard bacon strips, 6 @7 lbs.....	@33
Cured hams, choice, skin on, surplus fat off.....	50 @52
Cured hams, choice, skinned, surplus fat off.....	@51
Cured hams, choice, skinned, surplus fat off.....	@55
Cooked picnics, skin on; surplus fat off.....	@32
Cooked picnics, skinned; surplus fat off.....	@33
Cooked loin roll, smoked.....	@36

ANIMAL OILS.

Prime lard oil.....	18 1/2 @18 1/2
Extra winter strained.....	15 1/2 @15 1/2
Extra lard oil.....	18 1/2 @18 1/2
Extra No. 1 lard.....	12 @12 1/2
No. 1 lard oil.....	11 1/2 @11 1/2
No. 2 lard oil.....	11 @11 1/2
Pure neatfoot oil.....	15 1/2 @16
Cooked neatfoot oil.....	12 1/2 @12 1/2
No. 1 neatfoot oil.....	11 1/2 @11 1/2
Acidless tallow oil.....	11 1/2 @11 1/2

LARD (Unrefined).

Prime, steam, cash tierces.....	@16.55
Prime, steam, loose.....	@15.85
Leaf raw.....	@15.75
Neutral lard.....	@15.75

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@16.90
Pure lard, tierces.....	@17.20
Compound.....	@16.00

OLEO OIL AND STEARINE.

Oleo oil, extra.....	13 1/2 @13 1/2
Oleo stock.....	12 1/2 @13 1/2
Prime No. 1 oleo oil.....	12 1/2 @12 1/2
Prime No. 2 oleo oil.....	12 @12 1/2
No. 3 oleo oil.....	11 1/2 @11 1/2
Prime oleo stearine, edible; nominal.....	13 1/2 @14

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	11 @11 1/2
Prime packers, tallow.....	9 1/2 @9 1/2
No. 1 tallow, basis 100 f.f.a., 42 titre.....	8 1/2 @9
No. 2 tallow, basis 40% f.f.a., 40 titre.....	7 1/2 @8
Chicago.....	11 @11 1/2
B-White grease, max., 5% acid.....	9 @9 1/2
Yellow grease, 12-15 f.f.a.....	8 @8
Brown grease, 40 f.f.a.....	7 1/2 @7 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val.....	14 @14 1/2
White, decolorized, in bbls., c.a.f. Chicago.....	16 1/2 @16 1/2
Yellow, decolorized, in bbls.....	16 1/2 @16 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mill.....	2 @2 1/2
Corn oil in tanks, f.o.b. mills.....	13 @13 1/2
Soya bean oil, seller's tanks, f.o.b. coast.....	10 1/2 @11
Coconut oil, seller's tank, f.o.b. coast.....	9 1/2 @10 1/2
Refined in bbls., c.a.f. Chicago, nom.....	13 1/2 @14 1/2

FERTILIZERS.

Blood, unground and ground.....	\$ 4.15 @ 4.25
Hoofmeal.....	3.50 @ 3.75
Ground tankage, 10 to 12%.....	3.25 @ 3.35
Ground tankage, 6 to 8%.....	3.00 @ 3.20
Crude and unground tankage.....	3.00 @ 3.20
Ground raw bone per ton.....	32.00 @ 32.00
Ground steam bone per ton.....	29.00 @ 29.00
Ground steam bone per ton.....	28.00 @ 28.00
Unground bone tankage per ton.....	18.00 @ 22.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$135.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 135.00
Horns, black and striped.....	35.00 @ 50.00
Horns, white.....	70.00 @ 75.00
Round shin bones, heavies.....	100.00 @ 100.00
Round shin bones, lights and med.....	50.00 @ 55.00
Light flats.....	45.00 @ 50.00
Thigh bones, heavies.....	90.00 @ 100.00
Thigh bones, lights and med.....	85.00 @ 90.00
Buttock bones.....	50.00 @ 60.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

How to Figure "Mark Up" Use Differential on Product Cost- ing Less Than 20c per Pound

By David Van Gelder.*

It is always safe to use a percentage of profit when merchandise costs 20c per pound or more. When merchandise costs less than 20c per pound, it is safer to use a differential. For example:

An article costs 12c per pound. When the cost of doing business is approximately 20 per cent and your profit 5 per cent, you should necessarily add 33½ per cent on the cost price in order to arrive at a 25 per cent profit on the selling price.

Margin of Profit too Small.

You would then, on the above basis, have to sell your merchandise for 16c per pound. This would not leave you enough margin of profit on account of the basic investment on the merchandise being too small to allow sufficient margin.

It is, therefore, safer in cases where the merchandise costs below 20c per pound to use a differential. For example:

If an article costs 12c and it costs you approximately 25 per cent to do business, it is safer to add 6 or 7 cents per pound above cost, because the lower cost of the merchandise does not always increase the volume. And therefore you must make more profit per pound on such a low cost article.

When the merchandise costs 20c or more per pound, it is safer to charge your profit on a percentage basis, as follows:

Percentage Basis on "Mark Up."

For instance: If an article costs 30c per pound and you charge the same differential as you charge on the lower priced article, you would then sell it for 37c per pound, taking as a basis that the differential is seven cents per pound. You would then only make a profit of approximately 19 per cent on the selling price, which is not sufficient to cover your overhead.

It is, therefore, at all times, essential to figure profit on the percentage basis when the initial investment is 20c per pound or more in order to be successful in business.

*Mr. Van Gelder is a leader in the retail meat trade of Greater New York and a progressive merchant. This contribution was made to the bulletin of the Old New York Branch, United Master Butchers.

DETROIT MEAT DEMONSTRATION.

The first of a series of meat cutting demonstrations to be conducted at the various high schools in the city was held recently by the Detroit Meat Merchants' Association. The meeting was attended by more than 200 high school girls and their mothers, and was a big success.

A beef chuck, including plate and brisket, was used for the demonstration. The cutting was done by Martin Bonkovich, chairman of the Educational Committee, while Secretary E. J. LaRose explained

the different cuts and their uses. John A. Petz, president of the association, presided.

Dan W. Martin, former secretary of the National Association of Meat Councils, now living in Detroit, gave a very interesting talk on the objects of such educational meetings.

After the demonstration a drawing was made by ticket for the chuck, which was by that time cut up into regular retail cuts. The chuck was donated by Ray Schlaff, a prominent Detroit retailer and an active member of the association.

Among the members of the Educational Committee present were John Petz, Martin Bonkovich, R. J. Stahl, Ray Schlaff and E. J. LaRose.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered. Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Saratoga or Mignon Roast

A Western retail meat dealer has a demand for a certain cut of roast beef not commonly known in his section, and asks for information about the cut. He says:

Editor The National Provisioner:

I have a call in my trade for a "Saratoga roast," and I do not know what cut is used in making this. Can you help me out?

This cut is the same as that sometimes called "Mignon roast." It is a chuck rib roast, with the blade and outer part cut off, then boned and tied.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprints on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

LOCAL AND PERSONAL.

A new meat market has been opened at 4712 California avenue, Seattle, Wash., by Thomas C. Duggan.

The meat market of Robert Lane in Centralia, Wash., was recently damaged by fire.

D. D. Axtelle has sold his meat market in Tenio, Wash., to T. H. Hopkins.

Robert S. Rodgers has opened a new meat department in the Capital City Market, 322 E. Fourth street, Olympia, Wash.

A new meat market, known as the Royal Market, has been opened at 224 Purchase street, Rye, N. Y.

George P. Vuich has sold his meat market in Rockford, Wash., to C. Van Haverbeke and Pearl Brim.

A new meat market has been opened in Swea City, Ia., by Gus Johnson.

Keller and Johnson have opened a new meat market in Libertyville, Ill.

Henry Wolkersdorfer has purchased the McIntyre Grocery and Meat Market in Willoughby, Ohio.

Harry and Grover Shick have sold their meat market at 813 S. Main street, Goshen, Ind., to Ray Messick and Benjamin Julier.

C. G. Bawden has reopened his Palace Meat Market in Gilman, Ia.

A new meat market has been opened in Edison, Nebr., by Glenn Davis and Lawrence Parsons.

Thomas Brothers have sold their Stone Meat Market in Spencer, Ind., to Silas Marshall and William Schneider.

A new meat market has been opened in Mulberry, Ind., by T. A. Myers.

Z. L. Patterson has disposed of his stock of meats, etc., in McCune, Kas., to M. L. Mosher.

H. A. Oppenlander is preparing to open a new meat market on Lincoln avenue, Clay Center, Kans.

George Staples has purchased the Frisco Market, corner Fifth and Wyandotte Sts., Baxter Springs, Kas., from Newt Cox.

John Dewing has purchased the meat market of E. E. French in Rushville, Neb.

Knud Jensen has purchased the interest of his partner, Floyd Campbell, in the Palace Meat Market, Weeping Water, Nebr.

R. P. Barton has purchased the Model Market at 745 W. Pierce street, Phoenix, Ariz., from H. J. Schake.

The Quality Meat Market has been opened in St. Cloud, Minn.

Scarff & Goodman are erecting a new building for their meat market in Clarissa, Minn.

Zedjlik & Martin have opened in the meat and grocery business in East Grand Forks, Minn.

The Red Owl Stores, Inc., have succeeded to the store of the Sanitary Meat & Grocery Co., at 215 N. Phillips Ave., Sioux Falls, S. D.

Dan Sturman has purchased the Van Cleve interest in the Tensed Meat Market, Tensed, Ida.

J. K. Piehovich has purchased the meat market at 1519 1st Ave., Seattle, Wash., from W. J. Clark.

The Estacada Meat Co., has been incorporated in Estacada, Ore., with a capital stock of \$10,000.

The meat market of Lane & Leiby in Centralia, Wash., has been damaged by fire. Loss estimated at \$1,000.

A. J. Outhouse has sold his meat business in Springview, Neb., to T. J. Davis.

Esther B. Arnoldus has engaged in business at 1419 Sandy Blvd., Portland, Ore., as Andy's Market.

Ed. Wirta is reported to have sold his meat business in Hoquiam, Wash., to R. G. Hall.

Chas. W. Rohn has purchased the meat and grocery business of R. E. Wing in Nampa, Ida.

Harmon & Borum have engaged in the meat business in Callam Bay, Wash.

C. E. Simonds has purchased the meat and grocery business of Chas. Elliott in Walla Walla, Wash.

R. R. Hurst has purchased the meat business at 1305 Fremont, Portland, Ore., from V. L. Plummer.

Arthur M. Cope has engaged in the meat business in Mansfield, Wash.

John Argianas has sold his meat business at 803 Main street, Vancouver, Wash., to Christ Tasiapolus.

Nuich & Garbin have purchased meat market at 1520 South 8th street, Tacoma, Wash., from Napoleon Chouinard.

Nels. Sands has succeeded to the meat business of Nielsen & Sands, Enumclaw, Wash.

MINN. DEALERS' GET-TOGETHER.

Retail dealers, packers' executive and representatives operating in the towns included in the counties of Blue Earth and Fairbault, Minn., as well as a few from northern Iowa, met at Blue Earth in the first get-together meeting of its kind ever held in that section recently. The mass meeting was held at the Hotel Constans.

Vice presidents of big packing companies rubbed elbows with dealers operating in towns of two and three thousand population. Cordiality and co-operation were the keystones of the evening. John C. Cutting, Director of the Department of Retail Merchandising of the Institute of American Meat Packers, Chicago, was the chief speaker.

Short talks were also given by the following representatives of meat packing houses:

W. W. Bowers, general manager of the Albert Lea Packing Co., Albert Lea, Minn.; F. G. Duffield, vice president of Jacob E. Decker & Sons, Mason City, Iowa; Bart McDonough, district superintendent Swift & Co., St. Paul, Minn.; E. S. Garry, district superintendent Armour and Company, St. Paul, Minn.; L. D. Vanderham, credit manager, Cudahy Packing Co., St. Paul, Minn.

Other packinghouse representatives present were:

G. M. Stevens, sales manager; Leo Swezey, credit manager, and E. F. Selby, treasurer, Jacob E. Decker & Sons, Mason City, Iowa; Bob Woodberry, head of beef department, Armour and Company, St. Paul, Minn.; J. N. Bassmo and J. G. LeRoy, Albert Lea Packing Company, Albert Lea, Minn.

The packer salesmen representatives were as follows:

E. J. McDonnell, F. A. Schultz, and E. S. Erickson, Armour and Company; E. J. Harcourt, Swift & Company; L. E. Sutton, Albert Lea Packing Co., Hubert Watking and F. R. Walmo, Jacob E. Decker & Sons; F. O'Connor, Geo. A. Hormel & Co.; R. Bell, John Morrell & Co.; H. W. Clark, Cudahy Packing Co.

The retail meat dealers present included the following:

O. Sorreoson and Ben Jenson, Albert Lea, Minn.; C. M. Murphy, Emil Dusbabek and Joseph Friede, Mankato, Minn.; Wm. Rosenow, Wells, Minn.; F. L. Johns, Kiester, Minn.; Martin Kallestad, Frost, Minn.; Leo Eckhardt, Blue Earth, Minn.; L. Erdrick, D. C. Kiester and F. C. Kiester, Elmore, Minn.; Bill Wentzell, Ledyard, Iowa.

Fred Ruffing and C. O'Leary, Wells, Minn.; H. W. Claude, Delavan, Minn.; Ed. Johnson, H. O. Miller, Floyd Brandt and S. Wollen, Fairmont, Minn.; M. G. Johnson, Lake Mills, Iowa; D. E. Stout and P. E. Olson, Blue Earth, Minn.; Pete Schweitzer, Mankato, Minn.

New York Retail Meat Dealers Gather

The annual convention of the New York State Association of Retail Meat Dealers was held on June 14 to 17, at Syracuse, N. Y., with the usual large attendance. This is one of the largest and strongest of the state associations, and its activities cover a wide range of benefits to the meat retailer.

The past year under State President Fred Hirsch saw distinct progress in many directions, and with that famous apostle of co-operation, George Kramer of New York City, in charge for the coming year even more may be expected.

Delegates to the convention commenced to gather at the Hotel Syracuse as early as Sunday afternoon. They came in groups of from three or more up to the larger number arriving on the special from New York City, the latter including representatives from the various branches in Greater New York.

E. G. Coe, secretary of the Syracuse Butchers' and Grocers' Association, Frank Muncy, one of the old-timers, and a number of the local meat dealers met the delegates and their ladies at the train and escorted them to the hotel. It did not take long to become initiated and the visitors soon found some of the select places wherein to dine and get acquainted with the city.

Opening Session on Monday.

The convention met at 10:00 a. m. Monday in the convention hall of the Syracuse Hotel, with Bert Hanson, president of the Syracuse Association, as master of ceremonies. After a short address by Mr. Hanson, "America" was sung by the assemblage. This was followed by invocation by the Rev. Dr. Percy T. Fenn.

That the Mayor of the city is interested in the retail meat dealer was demonstrated by the fact that Mayor Charles G. Hanna appeared in person to welcome the visitors and tender them the key of the city, not passing this duty on to a subordinate, as is often done.

Chairman Hanson then turned the gavel over to State President Fred Hirsch, who took the chair amid applause.

The State President in his usual concise manner stated that while the delegates were gathered for work and pleasure, he trusted they would not permit pleasure to interfere with the work which is for the benefit of the craft in general. He expressed the hope that it would be an

intelligent and peaceful convention, and that the majority of the arguments would be in the nature of debates, and assured the delegates that if such were the case he would do his best to decide in a fair and just way. He also expressed the hope that during the convention a resolution would be presented that each of the delegates buy a souvenir for his wife (applause from the ladies). In concluding his remarks the State President said he saw many old friends and old-timers, upon whom he would like to call for a few remarks.

As most of those called upon were scheduled for a set speech or report during the course of the convention, they confined their remarks to generalities, none however forgetting to pay a tribute to the ladies.

The speakers were B. F. McCarthy, marketing specialist, U. S. Department of Agriculture, ex-state president Moe Loeb; chairman of the New York Meat Council Frank P. Burck; Frank Muncy, E. G. Coe and George Kramer, president of Ye Olde New York Branch.

Committees Appointed.

Before going into closed session, the State President appointed the following committees:

Credentials Committee—Louis Goldschmidt, chairman; J. Rossman, J. Heim, John Hildemann and Jacob Johnson.

Auditing Committee—David Van Gelder, chairman; Frank P. Burck, R. Schumacher, Charles Hembdt and Joseph Eschelbacher.

Resolutions Committee—H. Kirschbaum, chairman; D. Van Gelder, S. Metzger, P. Gerard and Frank Muncy.

State President Hirsch's Address.

On Monday afternoon the first of the closed sessions opened with the president's report. State President Fred Hirsch said:

"A year has again passed, and thank God we are again assembled and ready for whatever business or pleasure may be in store for us, ready to work for the betterment of the craft in general.

"In reviewing the work of the past year one may ask the question 'What has our Chairman done?' While it is true I have not accomplished all that had been hoped for, it has been my plan to confine the greater part of my work to developing greater harmony among the seven locals of Greater New York. The success of this work perhaps can best be shown in the Inter-Branch Dinner and Ball held jointly by all the locals of Greater New York, at which over 1,400 persons attended. This venture was a social and financial success.

"One of the important duties of your Chairman is to attend the meetings of the locals as frequently as possible. This has been done during the past year, and all of the locals of Greater New York have been visited. The officers of five of the locals were installed by your chairman. The locals and the individual members have been assisted in many ways during the year, all of which helps to bring about the spirit of brotherhood.

"In the expenditures of our moneys it has been my desire to avoid unnecessary expenses, and in this I have been ably assisted by your secretaries and treasurer. Their reports will show the result of this work.

Many Things Accomplished.

"Many things have been accomplished for the craft during the past year, such as keeping in touch with the New York City Commissioner of Police on the Sunday closing law, and with the Commissioner of Markets on matters concerning his department. I have also been working with the president of the Board of Aldermen in connection with the so-

New York Retail Leaders

Officers of the New York State Association of Retail Meat Dealers elected for the ensuing year are as follows:

President—George Kramer, New York
First Vice President — R. Schumacher, New York.

Second Vice President—David Van Gelder, Brooklyn.

Secretary—Charles F. Glatz, Rochester.
Treasurer—Chas. Schuck, Bronx, New York.

Trustees—Philip Gerard, chairman; John Hildemann, John Bartunek, A. Haas, F. Muncy.

Board of Directors—Three years: Philip Gerard, Chas. F. Glatz, Herman Kirschbaum, George Kramer, F. Muncy, Chas. Schuck, Wm. Zeigler. Two years: J. Bartunek, D. Van Gelder, L. Goldsmith, A. Haas, J. Hildemann, Moe Loeb, F. Miller. One year: G. Beck, Joseph Eschelbacher, Joe Heim, S. Metzger, E. Ritzmann, R. Schumacher, I. Werth.

called municipal markets, which are not in any way connected with the city.

"It became necessary to call a meeting of the Executive Committee of the State Association to hear an appeal by the Washington Heights Branch on the opposition to the amalgamation of the branch with Ye Olde New York Branch. The verdict handed down by the committee, in my honest belief, was as fair as could be possible to both branches.

"Considerable work has been done among the meat dealers in Mount Vernon, New Rochelle and Astoria, and all these places are about in line for the establishment of branches of our organization.

"In closing I want to thank all the members for their loyal support during my term, and assure you that I leave the chair with the kindest feelings toward all. It has been my desire always to do the utmost for all, and only those things that I felt were fair and just.

"To the new chairman I wish every success, and full assurance that he will always have my full support for the benefit of our organization."

Report of the Secretary.

The next report was that of State Secretary Charles Glatz of Rochester, who said:

"This year we again have the honor to meet in the city of Syracuse to hold our annual convention. I may state at the present time I consider it indeed an honor to be here as your Secretary, because it was in this city that I had the honor to attend my first convention as a delegate, and at that time I realized the benefit of these conventions for the retail butchers. I made up my mind at that time to attend all conventions whenever possible. The knowledge that I received at these conventions has been my best schooling in regard to our trade. The more interest I put into our association and its work the more interest I get out of the retail meat game.

Conditions in Retail Trade.

"In regard to business conditions, I know that we have men at this convention that will be able to explain and discuss this matter much better than I. But from what I have noticed and heard of the condition of the retail business in general, it is not what it should be. It seems that the 'pep' of the business is missing.

"There are several reasons. I believe that the laboring man is not working regularly and not earning the amount that he had ought to. The wage earner of a family must earn a full week's wage, and then he is a good spender. It is true the auto and the radio, as well as several other things take money. There are a number of people who have bought homes at the high prices, and to meet all expenses they are depriving themselves of three good meals a day.

"Then we have a type of retailer who does not care for anybody. They never try to keep their bills paid up, they are behind all over, and when business gets slow they start to cut prices with the wholesaler's money, and in a short time it is 'goor-bye.' Such competition is bad for the retailer who is trying to be fair, keeps his bills paid up, giving the people a square deal, etc.

"I hope that we can mend these conditions in some way, and protect the good business man. I believe the sooner the time comes that credit is given weekly, the better for us. When the retailer must pay his bills every week, he will sit up and take notice if his business is paying or not, and when he must do this you will find he will be a better business man and a better competitor.

"Let us try and make this the best convention we have ever had. Let every delegate be on the job, attend your sessions regularly, be on time, support your officers, and let us be united at this convention, be friendly toward one another,

work hand in hand, bring our suggestions before our delegates, debate on them pro and con, and if suggestions do not go through as expected, take it in a good spirit, so that when we leave this convention, and meet in a year from today, we will be the same good friends as when we started this convention."

Revising the By-Laws.

Most of the afternoon was devoted to reading and voting on the new by-laws. The new by-laws provide for a board of directors, such board of directors electing the officers for the coming year. Twenty-one members will constitute this board. As this section of the by-laws goes into effect this year for the first time, it was necessary to elect all twenty-one members, seven for a period of three years, seven for a period of two years and seven for a period of one year. Thereafter, seven members will be elected each year.

The following are the Board of Directors elected on Tuesday morning during the closed session: Three years—Philip Gerard, New York; Charles Glatz, Rochester; Herman Kirschbaum, George Kramer, New York; F. Muncy, Syracuse;



FRED. HIRSCH
Retiring President, New York State Association.

Charles Schuck and William Ziegler, New York. Two years—J. Bartunek, D. Van Gelder, L. Goldsmith, A. Hass, J. Hildemann, Moe Loeb, and F. Miller. One year—G. Beck, Joseph Eschelbacher, Joe Heim, S. Metzger, E. Ritzmann, R. Schumacher and I. Werth.

It was voted to contribute \$25 to the Red Cross fund in memory of Charles Grismer.

Open Meeting for Retailers.

Monday evening there was an open meeting to which had been invited the meat dealers of Syracuse and a goodly number was present, the convention room being filled to capacity. State President Fred Hirsch was in the chair.

Mr. Hirsch called upon the ex-state president, Moe Loeb. Mr. Loeb spoke of Senator Wadsworth and asked the support of the retail meat dealers for his re-election. It seems that at one time Senator Wadsworth was instrumental in securing the passage of legislation favorable to the meat trade. In this he had to take a stand against his own party, and in appreciation of this it was requested that the retail meat trade back him at the coming election.

The next speaker was David Van Gelder of Brooklyn. Mr. Van Gelder spoke on figuring the selling price, the differentials and percentages, showing that the

man who figures on one basis only is in error. Mr. Van Gelder stated that the selling price should be figured on both differential and percentage, according to the high or low cost of an article. Mr. Van Gelder then gave some examples to demonstrate such figuring. (An article by Mr. Van Gelder explaining this method of figuring appears in this issue of THE NATIONAL PROVISIONER.)

Mr. Van Gelder was followed by Frank Muncy of Syracuse. Mr. Muncy spoke on the work that was being done in this city in an endeavor to organize the retail meat dealers of Syracuse. He stated that from present indications this work would be more successful during the coming year than it has been in the past.

Benefits of Organization.

The next speaker was State Secretary Charles Glatz. Mr. Glatz spoke on organization and urged the butchers of Syracuse to get together in organization work, which would result in benefits to their own business. He spoke of a movement being on foot to organize in Niagara Falls. Mr. Glatz stated that while organization was still in its infancy, he was sure it would come across big in the near future.

George Kramer, president of Ye Olde New York Branch, was the next speaker. Mr. Kramer stated that the territory in which his branch operated had changed from a residential to a commercial center in the last five years. Nevertheless in that time they had doubled their membership and this increase was due to the service given. He spoke of the plate glass and fire funds which had a reserve sufficient to cover all emergencies after paying a large dividend.

Mr. Kramer stated the results from the fire and plate glass funds gave so much encouragement that compensation insurance was taken up and the Butchers Casualty Company was incorporated to take care of this. The first year's operations showed a loss of \$4,000, but the following year showed a profit of \$18,000. Mr. Kramer expressed the hope that Rochester, Syracuse and the other cities would take up the question of compensation insurance.

Service is Secret of Success.

He spoke on the subject of service, which he termed the keyword of organizations. Under this head could be termed the prevention of difficulties and preparedness in the case of adverse legislation. In line with this he cited the matter of Sunday-closing laws. He stated it had come to his attention that even now Buffalo was preparing to oppose a bill permitting the opening of meat shops on Sunday. He stressed the hardships accruing from Sunday opening of shops with which the older members were familiar, but which was new and could not be measured by the younger generation.

Following Mr. Kramer was National Secretary John A. Kotal, who delivered one of his inspirational addresses.

Talks by Marketing Specialist.

B. F. McCarthy, marketing specialist of the U. S. Department of Agriculture, was the next speaker.

(Mr. McCarthy's remarks will appear in a later issue of THE NATIONAL PROVISIONER.)

Work of the Meat Councils.

Mr. McCarthy was followed by Frank P. Burck of Brooklyn, chairman of the New York Meat Council. Mr. Burck told of the formation of the Meat Council some four or five years ago, when a delegation of retail meat dealers, including Messrs. Burck, Grimm, Kramer and Loeb, attended a convention of the Institute of American Meat Packers at Atlantic City. He told how the meat council was functioning and how the difficulties between the wholesaler and retailer were being ironed out, slowly but surely.

Mr. Burck spoke of the work accom-

plished during the past year by this body. Also that the thorn which had hurt so much—wholesalers' retailing—had been settled; i. e., the Meat Council had received assurance that this evil would be stopped. To this end branch house managers had received instructions not to sell to small restaurants and private consumers. Mr. Burck stated that the box weight question would be taken up in the fall.

He strongly urged the Syracuse Association to start a Meat Council, because of the benefits and assistance derived therefrom.

Last but not least, as the State president put it, was E. G. Coe of Syracuse. Mr. Coe confined his talk to the plans for the following afternoon and evening.

State President Hirsch then asked a rising vote of thanks to the speakers.

On Tuesday morning the session opened with a songfest, so to speak. There was singing by the assemblage, led by William Shaul, who was so successful the preceding day, after which the state president took the chair and introduced ex-president Moe Loeb, who in turn introduced R. W. Quackenbush, Agricultural Relations Department, New York Central Lines.

A Traveling Meat Exhibit.

Following a preliminary talk on farming conditions in New York State, Mr. Quackenbush gave a brief outline of a plan to encourage the farmers to produce livestock and poultry in the Empire State. It is the plan to have two exhibition cars and one living car, which will travel to all farming sections of New York State. In addition to those necessary to take care of details will be a meat man, experienced in all cuts of meat, who will be able to answer questions on the various cuts of beef, the reason for the demand for certain cuts and why others are almost a loss; the advantage of better grades, and in fact every viewpoint the retailer has to contend with.

The New York Central Lines will furnish the equipment, and for the time being the meat man will be an employee of the company. The Aberdeen Association will furnish both live and dressed exhibits, so that the animals can be seen by the farmer, showing the type desired. A manufacturer of high-class farming machinery will furnish that part of the equipment. The New York State Association of Retail Meat Dealers will furnish display ice boxes in the form most desirable to show the meat.

In one of the cars will be the pure-bred sheep or lamb and next to it will be the carcass. On the other side will be a display of the poorer grades. The same demonstration will apply to pork, the live pig being furnished by the College of Agriculture at Syracuse. Cornell will take care of the poultry end of the display. In the other car will be exhibits of wool, eggs, etc., showing the income from these products.

Ladies Have an Inning.

After Mr. Quackenbush, the State President called upon the ladies. There were short talks, giving reports of the Ladies' Auxiliary during the year, and expressing appreciation of the assistance of the state president and thanks to the Syracuse Association, with the hope that their association would form a ladies' auxiliary, by the president, Mrs. William Zeigler, the corresponding secretary, Mrs. Charles Hembdt, the treasurer, Miss M. B. Phillips, the past president, Mrs. George Kramer, and the mother of the Ladies' Auxiliary, Mrs. Frank P. Burck.

This ended the open session, after which the delegates went into closed session, at which the board of directors was elected, as already given.

Election of Officers.

On Wednesday morning there was a meeting of the new board of directors, at



GEORGE KRAMER
President-Elect New York State
Association.

which time the following officers were elected. President, George Kramer, New York; first vice-president, R. Schumacher, New York; second vice-president, David Van Gelder, Brooklyn; secretary, Charles Glatz, Rochester; treasurer, Charles Schuck, Bronx; trustees, Philip Gerard, chairman; John Hildemann, John Bartunek, A. Haas and F. Muncy.

Auditing Committee—D. Van Gelder, chairman, Philip Gerard and W. Ziegler. Resolutions Committee—H. Kirschbaum, chairman, F. Miller and J. Heim. Credential Committee—R. Schumacher, chairman, C. Schuck and J. Hildemann. Legislative Committee—H. Kirschbaum, chairman, L. Goldschmidt and Charles Glatz. Co-operative Purchasing Committee—George Kramer, chairman, D. Van Gelder and F. Miller. Public Relations Committee—George Kramer, chairman, L. Goldschmidt and E. Ritzmann.



CHARLES GLATZ
Secretary, New York State Association.

CONVENTION ENTERTAINMENT.

That Syracuse really wanted to have the convention of the State Association of Retail Meat Dealers in their city this year was amply proved by the wonderful entertainment given to the delegates and guests. Autos were ready on all occasions, and rides and dinners were planned, evidently some time in advance, as every detail was carried out to perfection.

Monday afternoon was the commencement of the entertainment for the lady visitors. This took the form of an auto ride along the lakes out to Skaneateles, where at Kanya-to Inn, the ladies were given a wonderful chicken dinner with all the trimmings, returning to the hotel in time for the open meeting on Monday evening.

On Tuesday afternoon all the delegates and guests were taken in the opposite direction; i. e., up North to Three Rivers, where a fish and chicken dinner was served. Singing of folk songs with William Shaul leading was enjoyed by all, after which speeches or short talks were given. Bert Hanson of Syracuse acted as toastmaster and called upon State President Fred Hirsch, Jacob Johnson of Rochester, Mrs. Frank P. Burck, Mrs. William Ziegler, David Van Gelder, H. Hoffman of Utica, E. Wagner of Syracuse, August Hoffmann of Syracuse, Miss M. B. Phillips of THE NATIONAL PROVISIONER, Mr. Treshler of Syracuse, state secretary Charles Glatz of Rochester, and F. Schenberger, all of whom made appropriate remarks. William Shaul spoke on organization. Dancing was then enjoyed, after which all returned to the hotel, some taking trips around the city, others taking in shows or pictures.

Wednesday evening completed the entertainment with a banquet and dance in the Syracuse Hotel.

When it was time to go home it was with regret that the delegates and guests bade their hosts good-bye. The entertainments and details were carried out with the greatest smoothness, for which credit is due to E. G. Coe, Frank Muncy and Bert Hanson.

CONVENTION NOTES.

On Sunday night E. Schmelzer was sitting in the lobby of the hotel when John Hildemann, H. Hertzog and W. Welti of Brooklyn sauntered along. During the conversation that ensued it leaked out that every man who had worked for Mr. Schmelzer was later able to start in business for himself and the training they had received had caused them to make a success of the venture. However, not one of them started in the vicinity or in opposition to Mr. Schmelzer.

The Rochester delegation came in sections this time. Jacob Johnson and Mr. and Mrs. Glatz arrived on Sunday, while Messrs. O. Vetter, H. Schudt and C. Mahns arrived on Monday morning.

For a while it looked as though F. Kunkel, vice-president of the Washington Heights Branch, could not make it. His son had to serve on jury duty and it was almost impossible to get a capable man to take charge during his absence. However, where there's a will there's a way, and Mr. Kunkel was at the convention.

Following their usual procedure Mr. and Mrs. Philip Gerard motored up, starting out in the downpour of rain on Saturday. They were accompanied by E. Ritzmann, another member of the Bronx Branch.

This was the first convention for J. Rossmann of the South Brooklyn Branch, and he enjoyed all the business sessions. But then he had a good teacher in David Van Gelder. As usual, Dave was awarded the prize for figuring.

Ex-state president Moe Loeb had just one thing on his mind—prohibition!

Far Rockaway is more than three-quarters of an hour away from the Grand Central Station, as Mr. and Mrs. George Kramer



The YORK
Full Automatic Self-Contained
Refrigerating Unit
Type Y-26

The York full automatic self-contained refrigerating unit is designed to meet the requirements of the butcher and meat dealer.

It is the last word in mechanical refrigeration and can be relied upon to furnish constant dry cold to your storage boxes and counters.

We have just prepared our Bulletin 86, which fully describes this equipment. It's informative. Won't you let us send you a copy of this booklet? Just send in your name. There is no obligation.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.



Everything Wears Out BUT BACKUS BASKETS

A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

OUTWEAR EVERYTHING

IMITATION MEATS
For window and counter display



All kinds fresh and smoked meats

perfect in every detail

306

REPRODUCTIONS CO.
15 Walker St. New York, N. Y.

learned on Sunday morning. They also learned that living at the seaside has its disadvantages, one of which is that nine o'clock is the hour for the first train to leave Far Rockaway on a Sunday morning. Needless to say, they missed the special train.

Louis Bauer of the Bronx Branch attended a wedding celebration on Sunday in Rochester. Monday morning he arrived at the convention a little late, with his face badly slashed. What the delegates would have thought, if Mrs. Bauer had not been with him!

It looks as though Syracuse wants to borrow Mrs. Frank P. Burck, or rather to adopt her for awhile to mother a Ladies' Auxiliary in that city.

Louis Goldschmidt was very much elated on receiving his mail Tuesday morning to find a letter from home informing him his mother-in-law had slept in his bed in his absence.

After all, the best part of the convention is the memory that lives after one gets back home. It will take the ladies a long time to forget Monday afternoon and the little red schoolhouse.

Syracuse is noted for its conventions of one kind or another. Some college was having a class-day or commencement exercises in the hotel on Monday. Joseph Eschbacher was standing in the lobby of the hotel, and a friend was heard to remark: "Joe doesn't miss any of them."

Mrs. Charles Hembdt coined a new password for the retail meat dealers. It is "Service."

There was great rivalry among the ladies to ride in F. Schenberger's car after Mrs. Hembdt, Mrs. DiMatteo and Mrs. Erenreich told about the school house.

Mrs. William Ziegler, president of the Ladies' Auxiliary, did not seem to do much talking. What is the matter?

Leave it to Mrs. Schumacher and Mrs. Hirsch to see everything. F. Schenberger showed them and other ladies and some of the men his shop. The corned beef cellar seemed to have the greatest interest for all.

The twin daughters of F. Muncy are so much alike that it would require some time to get acquainted well enough with them to know the difference.

Bert Hanson was certainly doing some kidding when he told his age. He has some years to go before he is as old as that.

Mr. and Mrs. Frank P. Burck would add dignity to any convention.

Harry Hoffmann of Utica represented his father, who is in Europe. Harry came up to Syracuse on Sunday and did his bit toward assisting; also on Tuesday. Harry is a young man to have the responsibility of running such a business. But he does it!

Fred Miller of the Bronx was just as quiet as usual, attending all sessions.

The delegation from the Yorkville Branch, Messrs. Bartunek and Kronus, attended the meetings and saw the sights together.

At the dinner on Tuesday Mr. Ehrenreich was commenting upon the lightness of the dumplings. Yes, said Mr. Ehrenreich, just like aeroplanes.

Following their usual procedure, to take in the sights before getting to the convention, Mr. and Mrs. A. Haas and Mr. and Mrs. Meyers went part of the way to the convention by boat, completing the trip by train. Of course, they initiated the new delegate, F. Reister.

State President Fred Hirsch believes in parliamentary laws and carries them out.

John T. Kotal, national secretary, stayed only long enough to bring his message to the delegation, shake hands and say goodbye.

Herman Kirschbaum was so busy that one did not have a chance to see if he had a new cigaret holder this year.

Mr. and Mrs. Joseph Lehner had as their luncheon guests on Wednesday Mr. and Mrs. Whistler of Niagara Falls.

A. C. Hoffmann, of A. C. Hoffmann & Sons, the Syracuse packers, with Mrs. Hoffmann was greeted with applause when they arrived at the inn at Three Rivers.

E. G. Coe, with Mrs. Coe, did everything possible to entertain the visitors, practically placing their car at the disposal of the guests. In this they were assisted by Mr. Coe's brother and wife.

Mrs. Schmelzer is very cool and composed and can't see why anybody should get excited, but she had a hard time telling Eddie how to keep cool.

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

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Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good.....	\$9.40@ 9.05
Cows, canners and cutters.....	8.25@ 4.50
Bulls, bologna.....	6.25@ 6.50

LIVE CALVES.

Calves, choice.....	@16.00
Calves, culls, per 100 lbs.....	8.00@ 9.00

LIVE SHEEP AND LAMBS.

Spring lambs, top.....	@17.50
Lambs, culls.....	13.00@14.00

LIVE HOGS.

Hogs, heavy.....	14.50@14.75
Hogs, medium.....	14.80@15.00
Hogs, 160 lbs.....	15.00@15.25
Hogs, 140 lbs.....	15.25@15.35
Pigs, under 80 pounds.....	15.50@15.75
Roughs.....	12.80@13.00
Good Roughs.....	@13.00

DRESSED HOGS.

Hogs, heavy.....	@22½
Hogs, 160 lbs.....	@25½
Hogs, 180 lbs.....	@23
Pigs, 80 lbs.....	@23½
Pigs, under 80 lbs.....	@23½

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	18 @19
Choice, native, light.....	18 @19
Native, common to fair.....	16½@17½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	16 @17
Native choice yearlings, 400@600 lbs.....	16½@18
Western steers, 600@800 lbs.....	15 @16
Texas steers, 400@600 lbs.....	12 @14
Good to choice heifers.....	15½@16½
Good to choice cows.....	13 @14½
Common to fair cows.....	11 @13
Fresh bologna bulls.....	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	22 @23	23 @25
No. 2 ribs.....	18 @20	20 @22
No. 3 ribs.....	@16	18 @19
No. 1 loins.....	@26	30 @32
No. 2 loins.....	@22	26 @28
No. 3 loins.....	@18	24 @25
No. 1 hinds and ribs.....	21 @23	21½@24
No. 2 hinds and ribs.....	19 @20	20½@21½
No. 3 hinds and ribs.....	16 @18	19 @20
No. 1 rounds.....	@18	18 @18
No. 2 rounds.....	@16	16 @17
No. 3 rounds.....	@12	15 @16
No. 1 chucks.....	12 @13	13 @14
No. 2 chucks.....	11 @12	12 @13
No. 3 chucks.....	9 @10	10 @10
Bolognas.....	@ 6	12 @12½
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Prime.....	22 @24
Choice.....	20 @22
Good.....	16 @19
Medium.....	14 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	33 @36
Good lambs.....	32 @34
Lambs, poor grade.....	25 @28
Sheep, choice.....	18 @20
Sheep, medium to good.....	15 @17
Sheep, culls.....	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	32 @33
Hams, 10@12 lbs. avg.....	31 @32
Hams, 12@14 lbs. avg.....	30 @31
Picnics, 4@6 lbs. avg.....	23 @24
Picnics, 6@8 lbs. avg.....	21 @22
Rollettes, 6@8 lbs. avg.....	22 @23
Beef, tongue, light.....	27 @28
Beef tongue, heavy.....	29 @30
Bacon, boneless, Western.....	31 @32
Bacon, boneless, city.....	28 @29
Pickled bellies, 10@12 lbs. avg.....	23 @25

FRESH PORK CUTS.

Pork loins, fresh, Western 10@12 lbs. avg.....	30 @31
Pork tenderloins, fresh.....	45 @50
Pork tenderloins, frozen.....	30 @35
Shoulders, city, 10@12 lbs. avg.....	22 @23
Shoulders, Western, 10@12 lbs. avg.....	22 @23
Butts, boneless, Western.....	30 @31
Butts, regular, Western.....	26 @27
Hams, city, fresh, 6@10 lbs. avg.....	31 @32
Hams, Western, fresh, 10@12 lbs. avg.....	31 @32
Picnic hams, Western, fresh, 6@8 lbs. avg.....	21 @21
Pork trimmings, extra lean.....	24 @25
Pork trimmings, regular 50% lean.....	15 @16
Spare ribs, fresh.....	16 @17
Leaf lard, raw.....	16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.....	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.....	@ 75.00
Black hoofs, per ton.....	45.00@ 50.00
Striped hoofs, per ton.....	45.00@ 50.00
White hoofs, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces.....	@100.00
Horns, avg. 7½ oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c	a pound
Fresh steer tongues, l. c. trim'd.....	@40c	a pound
Sweetbreads, beef.....	@70c	a pound
Sweetbreads, veal.....	1.00	a pair
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@20c	a pound
Oxtails.....	@12c	a pound
Hearts, beef.....	@10c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHERS' FAT.

Shop fat.....	@ 3
Breast fat.....	@ 4½
Edible suet.....	@ 6½
Cond. suet.....	@ 5½
Bones.....	@20

SPICES.

	Whole.	Ground.
Pepper, white.....	36	30
Pepper, black.....	20½	20½
Pepper, Cayenne.....	12	10
Pepper, red.....	21	
Allspice.....	16	18
Cinnamon.....	13	16
Coriander.....	8	9
Cloves.....	28	33
Ginger.....	20	
Mace.....	1.15	1.25
Nutmeg.....	54	

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals.....	1.18	2.00	2.05	2.25	3.00
Prime No. 2 Veals.....	1.16	1.80	1.80	2.00	2.75
Buttermilk No. 1.....	1.15	1.65	1.70	1.90	...
Buttermilk No. 2.....	1.13	1.45	1.45	1.65	...
Branded grubby.....	1.10	1.05	1.05	1.25	1.55
Number 3.....					At Value

CURING MATERIALS.

	Dbl. Bags	Bbls. per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated.....	6¼c	6¼c
Double refined saltpetre, small crystal.....	7½c	7½c
Double refined large crystal saltpetre.....	8¼c	8¼c
Double refined nitrate soda, granulated.....	4¼c	4c
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6¼c	6c
Double refined saltpetre, small crystal.....	7½c	7¼c
Double refined saltpetre, large crystal.....	8¼c	8c
Double refined nitrate soda, granulated.....	4c	3¾c
Carload lots:		
Double refined saltpetre, granulated.....	6c	5¾c
Double refined nitrate soda, granulated.....	3¾c	3¾c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	31 @34
Western, 55 to 59 lbs. to dozen, lb.....	31 @34
Western, 43 to 47 lbs. to dozen, lb.....	32 @34
Western, 36 to 42 lbs. to dozen, lb.....	32 @34
Western, 30 to 35 lbs. to dozen, lb.....	31 @33
Fowls—fresh—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	35 @35
Western, 55 to 59 lbs. to dozen, lb.....	35 @35

Western, 43 to 47 lbs. to dozen, lb.....	35 @36
Western, 36 to 42 lbs. to dozen, lb.....	35 @36
Western, 30 to 35 lbs. to dozen, lb.....	34 @35

Fowls—frozen—dry picked—barrels—prime to good:	
Western, 60 to 65 lbs., lb.....	31 @33
Western, 55 to 59 lbs., lb.....	31 @33
Western, 43 to 47 lbs., lb.....	32 @34
Western, 30 to 35 lbs., lb.....	31 @33
Under 30 lbs. to dozen.....	29 @31

Ducks—	
Long Islands, No. 1, bbls.....	@26

Squabs—	
Prime, white, per lb.....	@ .60
Prime, dark, per dozen.....	2.50@3.50

LIVE POULTRY.

Ducks, via freight or express.....	@25
Geese, swan, via freight or express.....	@13
Pigeons, per pair, via freight or express.....	@45
Guineas, per pair, via freight or express.....	@80

BUTTER.

Creamery, extras (92 score).....	@41½
Creamery, firsts (90 to 91 score).....	40 @41
Creamery, seconds.....	30½@37½
Creamery, lower grades.....	35 @36

EGGS.

Extras, per dozen.....	32 @33
Extra firsts.....	30½@31½
Firsts.....	29½@30
Checks.....	27 @28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f.o.b. works,	
per 100 lbs.....	@2.50
Ammonium sulphate, double bags, per 100	
lbs., f.a.s. New York.....	@2.55
Blood, dried 15-16% per unit.....	@3.40
Fish scrap, dried 11% ammonia, 15% B.	
P. L., bulk, f.o.b. fish factory.....	4.00@ 10c
Fish guano, foreign, 12@14% ammonia,	
10% B. P. L.....	4.00@ 10c
Fish scrap, acidulated, 6% ammonia, 8%	
A. P. A., f.o.b. fish factory.....	3.50@ 50c
Soda Nitrate, in bags, 100 lbs. spot.....	@2.50
Soda Nitrate, in bags, July.....	@2.33
Tankage, ground, 10% ammonia, 15%	
B. P. L. bulk.....	3.00@10c
Tankage, unground, 9@10% ammonia.....	3.25@10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per	
ton.....	@33.00
Bone meal, raw, 4½ and 50 bags, per	
ton.....	@36.50
Acid phosphate, bulk, f.o.b. Baltimore, per	
ton, 16% flat.....	@ 9.00

Potash.

Manure salt, 20% bulk, per ton.....	@11.00
Kalmit, 12.4% bulk, per ton.....	@ 8.00
Muriate in bags, basis 60%, per ton.....	@32.50
Sulphate in bags, basis 90%, per ton.....	@48.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending June 10, 1926:

	June	4	5	7	8	9	10
Chicago.....	40	40	39½	40	40½	40½	40½
New York.....	41	41½	41½	41½	42	42½	42½
Boston.....	41½	41½	41½	41½	42	42½	42½
Philadelphia.....	42	42	42	42	43	43	43

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

40	40	39½	40	40½	40½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
				1926 1925.
Chicago.....	61,454	60,611	64,337	1,397,281 1,412,686
New York.....	82,608	66,895	67,832	1,532,338 1,430,400
Boston.....	30,602	20,291	24,937	494,009 408,202
Philadelphia.....	20,565	18,572	18,796	473,671 400,837
Total.....	195,229	155,100	175,901	3,898,199 3,713,125

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	June 10.	June 10.	June 11.	last year.
Chicago.....	645,884	23,087	12,307,770	7,501,357
New York.....	470,094	65,188	6,590,579	2,848,513
Boston.....	226,551	22,925	2,670,619	2,374,198
Philadelphia.....	150,778	26,130	2,827,432	1,627,097
Total.....	1,503,307	137,270	24,375,400	14,348,700



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New York Office: 523 West St.

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Parker Webb Co. Detroit, Mich.	Klinck Packing Co..... Buffalo, N. Y.
Chas. Wolff Packing Co... Topeka, Kan.	

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A Full Line of Fresh and Dry Sausage.

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